

FEB 23 1922

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. CI.

NEW YORK, FEBRUARY 18, 1922

No. 7

Two Spring Juveniles

The Marines Have Advanced

By LT. COL. GILES BISHOP, JR., U. S. M. C.

Author of "The Marines Have Landed"

In this, the second volume of the set, America's crack fighting corps see active service in Mexico and Haiti, and experience many thrilling incidents.

There is not a dull moment in the book.

Jacket in colors and illustrations by Donald S. Humphreys.

Price, \$1.75 net.

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By HELEN SHERMAN GRIFFITH

Author of "Oh, Virginia!"

This is the second book of the set and shows Jinks a little older. Her mother decides that she must attend a finishing school, but to Virginia life there proves irksome.

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THE PENN PUBLISHING COMPANY

PHILADELPHIA

To Be Published March 7

A detective story of the San Francisco of today

**THE
MILLION-DOLLAR
SUITCASE**

By ALICE MacGOWAN and PERRY NEWBERRY

With California very much in the public eye, a good clean mystery novel set in present-day San Francisco and its beautiful suburbs will be widely read. This one is well-written, intensely exciting—you can safely recommend it to all lovers of a good detective yarn. \$1.75

Published February 24

The Outstanding Music Book of 1922

CARUSO AND THE ART OF SINGING

By SALVATORE FUCITO and BARNET J. BEYER

Caruso's official coach and accompanist—the only living authority who can write expertly of Caruso's views on the art of singing—reveals the principles practiced by the great tenor. His book includes the very vocal exercises Caruso used, the secrets of his breathing power, tone production, diction—all the facts that teachers and students must have. *Fully illustrated.* \$3.00

THE CORNISH PENNY

By COULSON CADE

Suggest this to discriminating readers who relish delicate sophistication and delightful literary flavor. It's a mystery romance with an unusual complication—a distinctly "different" story. *Feb. 24. \$1.90*

Publishers FREDERICK A. STOKES COMPANY New York

RUTH COMFORT MITCHELL

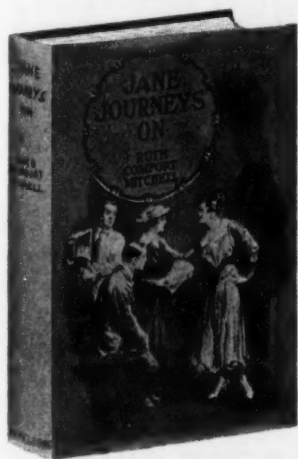


Her Chinese servant gave her a good luck medal, the symbol on which reads "Live a Thousand Years and Never be Sick or Sorry." And what she says is, "I intend to do just that!"

San Francisco was the birthplace of this cheerful novelist and most of her life has been spent there or in Los Angeles. Periods in New York, in Europe and in Mexico have intervened, but always she has returned to the California, than which she thinks there is no more beautiful spot on earth. She is married, the brink of the Grand Canyon in Arizona having been the setting for her wedding.

Now she lives and writes in a home a thousand feet up in the foothills of the Santa Cruz mountains, looking over the Santa Clara Valley and away to San Francisco Bay. There is not a level inch on the ranch anywhere—all buildings hang precariously onto ledges which have been blasted out for them. "We raise everything we eat but the staple groceries and the filet mignon," she says.

Her writing is done in a little work house high on the cliff. When not writing she is usually in the saddle, tearing over the hills, with a varied assortment of favorite dogs accompanying her.



JANE JOURNEYS ON is Ruth Comfort Mitchell's new novel. Like her previous popular story, "Play the Game," it is a brisk and joyous tale, which will appeal to all who enjoy the humor and sentiment of youth.

The heroine is a delight and her journeyings are of surprising variety. From her small village home she goes to New York, to make her way by her talent for writing. The success she meets with, the people she encounters, her adventures when she journeys out to Chicago and down to Mexico, the final climax to her wanderings in which a charming young man is involved, all go to make this a novel of surpassing qualities of entertainment.

\$1.75 net

D. APPLETON
Publishers



AND COMPANY
35 West 32nd St., New York



LITTLE, BROWN & COMPANY'S

February 25th Fiction



The Pocket Edition of the Novels of A. S. M. HUTCHINSON

IF WINTER COMES

325th Thousand!

The Baker & Taylor Co.'s Monthly Book Bulletin says: "If Winter Comes" is altogether a publishing sensation—and its vogue will no doubt continue throughout the new year. Has good possibilities for reaching the million mark. "If Winter Comes" still heads the list of best sellers in the United States, Canada and England, and is being widely and thoroughly advertised.

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Eleventh Printing

"One of the merriest books ever written."—Heywood Brown in *The New York World*.

THE HAPPY WARRIOR

Fourteenth Printing

"Will win for its author a high place among the novelists."—*The Boston Transcript*.

THE CLEAN HEART

Fifth Printing

"Will find its way to the heart of the reader in short order."—*Brooklyn Eagle*.

Pocket Edition, Limp Leather. 4 volumes. Each \$2.50. The set, \$10.00
The above volumes also in uniform cloth bindings. Each \$2.00

A New Western Story by the Author of "The Snowshoe Trail"

SHEPHERDS OF THE WILD

By EDISON MARSHALL

Edison Marshall knows the ways of the wild places and the ways of the wild creatures that range them—and he knows how to write a story. "Shepherds of the Wild" will appeal to readers who like an exciting yarn, and particularly to all lovers of the out-of-doors and of animal life.
Frontispiece. \$1.75

A Mystery Story by the Author of "The Apartment Next Door"

THE TRAGEDY AT THE BEACH CLUB

By WILLIAM JOHNSTON

Famous for his plausible and stirring detective stories, "The House of Whispers," "The Apartment Next Door," and "The Mystery in the Ritsmore," William Johnston has surpassed his previous efforts in "The Tragedy at the Beach Club." *Carolyn Wells says:* "The Tragedy at the Beach Club" qualifies about one hundred per cent as a satisfactory detective story. It has a well-constructed plot, swift, fine action, and live worthwhile characters. Yet the best of it is its clear, bright atmosphere and its freedom from niggling or verbal padding."
Frontispiece. \$1.75

A New Novel by the Author of "Storm Country Polly"

THE MARRIAGE OF PATRICIA PEPPERDAY

By GRACE MILLER WHITE

Grace Miller White achieved popularity with "Tess of the Storm Country," which sold over 200,000 copies, and this great public will have a warm welcome for "The Marriage of Patricia Pepperday," her first novel in two years. Patricia is a delightful heroine who will walk right into the hearts and sympathies of all readers, while associated with her is a company of splendidly drawn characters, some lovable and some quite the opposite, such as occur in any group from real life.
Frontispiece. \$1.90

An Intensely Interesting Story of Boston Society

KENDALL'S SISTER

By ROBERT SWASEY

In this interesting new novel the author has depicted Boston society, its atmosphere and its temperament with a sure knowledge and with innumerable and subtle touches. Primarily, however, "Kendall's Sister" is the story of a very real and fine and human woman.
Frontispiece. \$1.90

Publishers

LITTLE, BROWN & COMPANY

Boston

**After reading MAN-SIZE we
quadrupled our usual advertising
appropriation for a Raine book.**

A reproduction in smaller size, of the preliminary advertising in our country-wide campaign is given below. Beside these, we'll help the dealer by supplying a superb full color, large-size, cut-out for window display. The time has come to put Raine over in a big way, and this thrilling story of the Northwest Mounted Police is just the book with which to do it.

\$1.75. Ready in April.

HOUGHTON MIFFLIN COMPANY

MAN-SIZE

A romance of the North-West Mounted Police, and of a man-hunt through the frozen wilderness that will stir the blood of every reader, by

William M. Raine

**Oath of the North-West
Mounted Police**

"I solemnly swear that I will faithfully, diligently, and impartially execute and perform the duties required of me as a member of the Royal North-West Mounted Police Force, and will well and truly obey and perform all lawful orders and instructions which I shall receive as such, without fear, favour or affection of or toward any person. So help me, God."

\$1.75 at all bookstores

HOUGHTON MIFFLIN COMPANY



Important Announcement

On March 1st, 1922

**The Washington Square
Classics**

will be reduced to

\$1.50

The Rittenhouse Classics

will be reduced to

\$2.25

For other price reductions to go into effect on the
above date, see our new catalogue which is now ready.

GEORGE W. JACOBS & COMPANY

Publishers

PHILADELPHIA

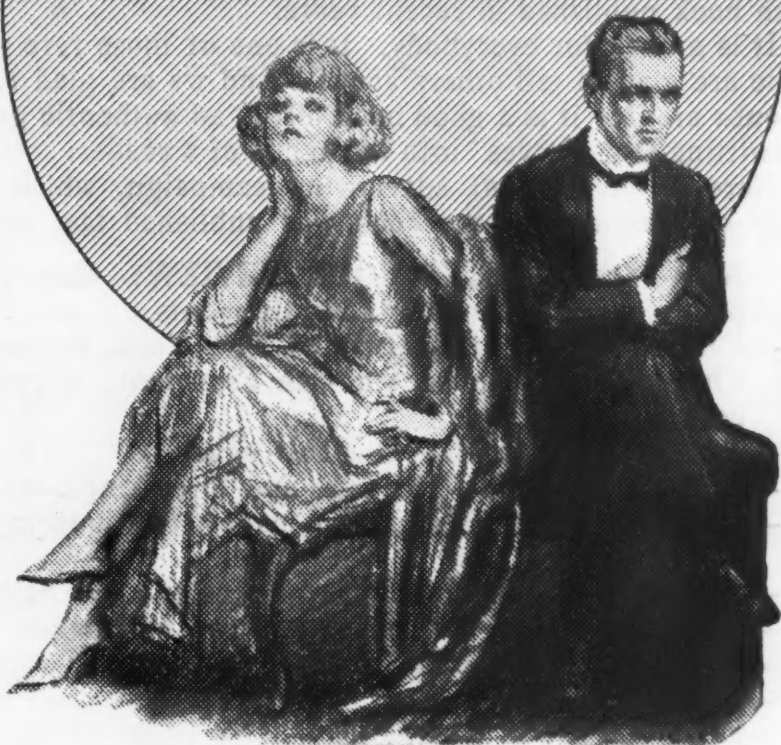
Publication Date March 3

THE BEAUTIFUL AND DAMNED

BY THE AUTHOR OF
"THIS SIDE OF PARADISE"

"Watch Fitzgerald."
—Chicago Daily News.

"Fitzgerald is an artist, an apt and delicate weaver of words, a clever hand, a sound workman."
—H. L. Mencken.



"Brilliant—and it cuts horribly deep. Now we know that 'This Side of Paradise' wasn't all. There's no stopping him. He will make them all look up this time."
—Sidney Howard

By F. Scott Fitzgerald

\$2.00

THE EVERLASTING WHISPER

"A whirlwind tale of the California wilderness that thrills and near intoxicates."—*New York World*.

"Jackson Gregory has surpassed all his previous novels."—*Philadelphia Record*.

"In Gregory's writing we have the romancer and the woodsman. He knows the ways of nature well and has knowledge of the ways of women."—*Sidney Williams in the Philadelphia North American*.

\$1.75

JACKSON GREGORY'S BIGGEST NOVEL

CHARLES SCRIBNER'S SONS



FIFTH AVENUE, NEW YORK

You Too Can Cash In On This \$13,000 Advertising Campaign

WE have laid out, and have already begun, an advertising campaign for Jackson and Salisbury's "Outwitting Our Nerves," the most cheerful, the most readable, the most easily helpful, the most successful health book published in recent years.

It is a book for everybody. It is one of those rare successes which people are glad to tell others about. And we are glad to sell it, as you no doubt are, for it is a good book. It is an authentic good deed to get "Outwitting Our Nerves" into the hands of a reader.

Here is our present advertising campaign, which supplements a steady campaign since the book was published last year:—

- NEW YORK TIMES BOOK REVIEW:** One page, two half-pages, and eight smaller advertisements.
- Fourteen other newspapers of New York, Boston, Philadelphia, Chicago, Los Angeles, and San Francisco:** Eight 50-line ads. in each paper.
- THE DELINEATOR:** One-half page.
- THE OUTLOOK:** One page and three single-column ads.
- THE INDEPENDENT:** Two pages, two half-pages and several smaller ads.
- THE NEW REPUBLIC:** Two pages and two half-pages.
- THE NATION:** Two pages and two half-pages.
- HARPER'S MAGAZINE:** Two pages.
- THE BOOKMAN:** Two pages.
- EVERYBODY'S MAGAZINE:** One page.
- CENTURY MAGAZINE:** Four pages.
- ST. NICHOLAS:** Two pages.

OUTWITTING OUR NERVES

By JACKSON, M.D., and SALISBURY

26th thousand. Price \$2.50

{ You are going to have a demand for "Outwitting Our Nerves," and
the demand is going to keep up for months. We are ready. Are You? }

At All Bookstores
Published by

THE CENTURY CO.

353 Fourth Avenue
New York City

*An Announcement
And a Prophecy*

THE DOOM TRAIL

By ARTHUR D. HOWDEN SMITH

Announcement

Brentano's announce this big title on their Spring list with a distinct thrill of pride. "The Doom Trail" is a story of early America when Indians were still a menace in the forest wilderness. Here is not only a romance with a thrill on every page, but also a book based on the country that will make who reads it a better can push this book dence that they will at their customers and trade, and also take no ing the cause of Am-



early history of our every man and woman American. The trade with perfect confidence the same time please thereby attract more small part in further-erican letters.

Prophecy

Brentano's feel that by the most conservative estimate they have in "The Doom Trail" a book sure to stand among the very finest and most popular romances of the year. Ready March 10th. Order now. Net \$1.90

Older Volumes Still in the Quick-Turnover Class

DUST

By MR. and MRS. HALDEMAN-JULIUS
One of the really big novels of the Middle West that is still selling easily. Fifth edition. Net \$1.75

THE POISONER

By GERALD CUMBERLAND
The novel of a genius who is cured of a strange illness by psychoanalysis and love. Net \$2.00

GREAT SEA STORIES

Edited by JOSEPH LEWIS FRENCH

Stories from the work of the greatest sea writers of all time. The only collection of its kind in existence. Selections from Jack London, Pierre Loti, Charles Reade, John Masefield, David W. Bone, Herman Melville and many others. Picture jacket. Net \$2.00

BACK TO METHUSELAH

By BERNARD SHAW

Shaw's greatest play, both from the literary and sales point of view. Sixth edition. Portrait jacket. Net \$2.25

WOMAN and the NEW RACE

By MARGARET SANGER

This vastly successful discussion of birth control has taken its place as a standard work with a steady and undiminishing sale. Net \$2.00

Publishers

BRENTANO'S

New York

JUST RECEIVED

February Issue

THE BOOKMAN'S JOURNAL

AND PRINT COLLECTOR

An International Magazine

VOL. V. (NEW SERIES) No. 5.

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Send for a Copy

PRICE 50 CENTS

**THE R. R. BOWKER CO., 62 West 45th Street
NEW YORK CITY**

ALFRED A. KNOFF



220 W. 42 St., New York

ALFRED A. KNOFF THE BORZOI ALFRED A. KNOFF THE BORZOI ALFRED A. KNOFF THE BORZOI

VAN ZANTEN'S HAPPY DAYS

By *Laurids Bruun*



The most famous "South Sea" book in the world today. It has been translated into Danish, German, Dutch, Bohemian, Finnish, English, Swedish, and Russian. In Germany alone it sold almost 200,000 copies. It is really "different."

\$2.00 net

WANDERERS

By *Knut Hamsun*

The only mature novel of Hamsun's besides "Growth of the Soil" I have yet published. A moving story of a marriage and its dissolution, it is also a poetic record of what may have been the author's own experience as a field-hand and wanderer.

\$2.50 net

SALT LAKE

By *Pierre Benoit*



Over 150,000 copies of this novel were sold in France since its publication there last summer, and Benoit is being hailed as a new Dumas. It has every element to make for equal success here. An exciting story of Salt Lake City in the days of Brigham Young, whose heroine, an American girl, becomes the wife of a Mormon, only to become degraded and disillusioned.

\$2.00 net

The SOUL of a CHILD

By *Edwin Björkman*

Mr. Björkman has told this story of a boy's life from the age of five to fifteen so sympathetically, understandingly and brilliantly that I am confident of its immediate recognition as one of the notable works of our day. The book is frank to a hitherto unattempted degree, true—it carries an unforgettable message to mothers and teachers—but it is, first and foremost, a very fine novel, a literary achievement.

\$2.50 net

Publication

March

3d

Shipments

from

Stock

NOW

CYTHEREA—Now in sixth printing — 38th thousand—watch your stock!

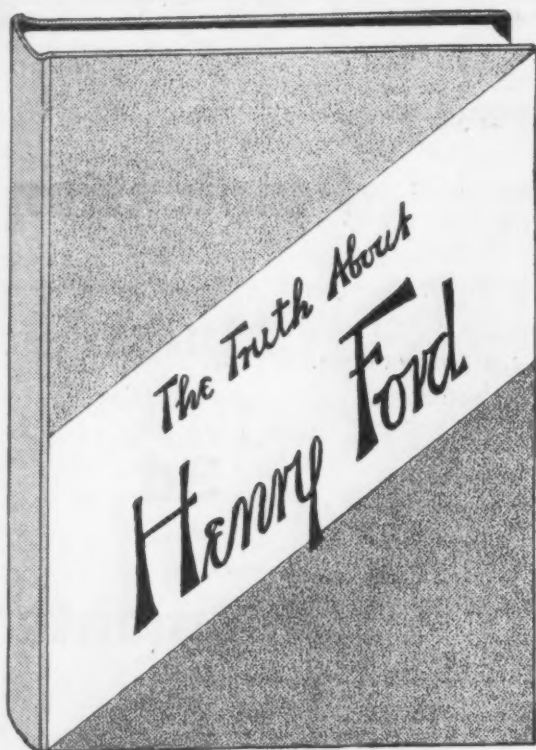
Are you in the prize doll contest?

Ask us for details.

In Canada all Borzoi Books can be obtained from The Macmillan Co. of Canada, Limited, St. Martin's House, Toronto.

ALFRED A. KNOFF THE BORZOI ALFRED A. KNOFF THE BORZOI ALFRED A. KNOFF THE BORZOI

A Romance of Modern Business



By Sarah T. Bushnell

In writing this chronicle the author has had the co-operation of Mrs. Henry Ford, James Couzens (the mayor of Detroit, who for many years was Mr. Ford's partner) and other close friends of this master of men.

"The Truth About Henry Ford" gives for the first time the inside story of

The Peace Ship

Mr. Ford's Senatorial Campaign

The Chicago Tribune Libel Suit

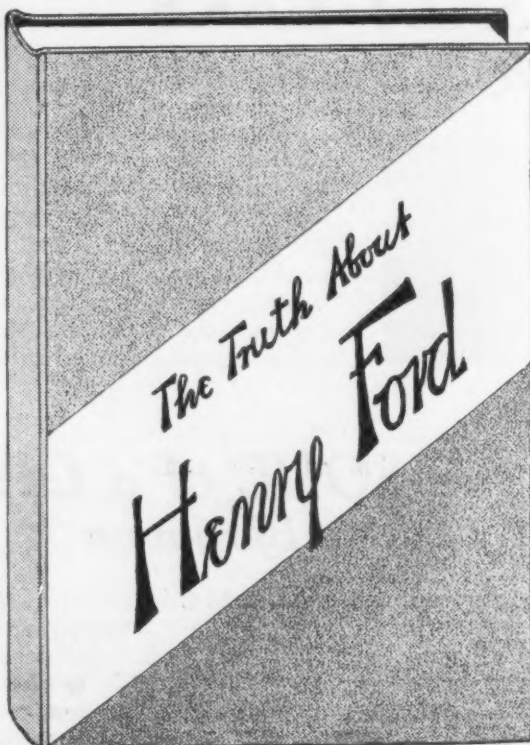
This authentic revelation of the underlying principles that have shaped Henry Ford's life, and built up his marvelously successful career unfolds an inspiring chapter in the history of the nation's economic life.

"The Truth About Henry Ford" will stir the blood of every true American who reads it.

A human document of absorbing interest, about a famous, but little understood American. An authentic revelation.

Contents:

His Childhood and School Days.
The City Beckons.
His Courtship and Marriage.
The First Car and the First Race.
The Story of Magical Success.
The Peace Ship.
The Ford-Newberry Senatorial Campaign.
The Chicago Tribune Libel Suit.
Henry Ford's Interesting Personality.
His Wife and His Home.
The Ford Factory, Foundry and Trade School.
His "Honest-to-Goodness Americanism."



Published March 1

\$1.25 net

REILLY & LEE CO.
PUBLISHERS CHICAGO

The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

February 18, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Truth in Advertising

THE week of Washington's birthday, is as appropriate a time for the emphasis on Truth, as Franklin's birthday is for an emphasis on Thrift, and that section of the Advertising Clubs of America which is devoted to the truth movement in advertising and which is represented by the Better Business Bureaus in thirty-seven of the larger cities of the country will hold a convention at the quarters of the Advertising Club of St. Louis. Nothing that the advertising organizations of the country have ever done has been more fundamentally important to the growth of advertising and more nobly conceived in its future effect. The men who have planted the seed and nurtured the idea deserve all possible credit. The business men who have supported these Better Business Bureaus in the laborious and expensive work of bettering advertising conditions deserve all credit.

In the book field there has been no special organization for examining into advertising conditions, but the need of high standards in this respect is thoroly appreciated. Retail booksellers who have any conception of their responsibility do not now advertise books as being marked down from purely nominal list prices. One line of chain stores that used to display regularly "\$4 dictionaries for \$1.50" now does a good business in these dictionaries at \$1.50 without the other mention. The old habit of reprinting subscription sets and using as a list price for advertising, the figure which was attached to the original and more careful printing has largely subsided. Some old de luxe sets may be advertised from \$3.50 to \$1 per volume, but this would be the actual truth of the case and not an artificial figure. List prices, when they are correct list prices, are the accurate way of indicating editions. There was a time when reprint fiction was often advertised as being "fiction of the regular \$1.50 char-

acter for 75c." This was in a way the truth, but the deceptive character of the statement has caused it to be dropped. Reprint fiction is a good buy at 75c without suggesting that it is the same thing as the new current fiction.

Publishers' figures as to the total editions are often questioned as not in accordance with standards of advertising practice. Not always is the total number of sales used in advertising, but when used there is usually little reason to question their accuracy. Any publisher who would print false figures in an endeavor to indicate the popularity of his book is doing his own business a poor service. The fact that the public has a very hazy idea as to what constitutes a good sale of a book leads a good many publishers to indicate the progress of sales by editions, and in this there often seems to be an effort to carry the impression of larger sales than are actually the case. Just what an edition is, no one can really say. If, on a popular book, the number of times the book is actually put back on the press is stated in the advertising, this is an item of real value in indicating the public demand.

Publishers are also questioned for book descriptions used on some jackets. In this field, however, we are getting into the very debatable ground of taste. The publisher trying to indicate the character of his book to an unknown audience which may read the jacket cannot always word his brief statement so that it will give the correct impression to every reader. The common word, "blurb," has come into frequent use because of over-statements that have often occurred in the case of new books, and healthy ridicule is the best cure for this type of over-statement when it occurs.

The book-trade should give all interest and support to advertisers who are emphasizing the importance of Truth in Advertising, and everyone who wishes to make his profession a gainer from his work should do his part to keep book-trade methods above criticism.

Stating Prices Right

SINCE printing an editorial on honest advertising in books, we have had called to our attention the circular sent out in connection with the selling of the *Review of Reviews* plus "The Outline of History" at \$6.50.

The people in the trade can interpret this circular. Can the average reader understand it? The circular reads in part:

"An offer we can never make again—'The Outline of History' at one-third the original price. Think of it, a discount of sixty-seven percent from the price that 250,000 people have already paid . . . Voluntarily Wells slashed his royalties eighty-five percent and entered into a contract with the *Review of Reviews* by which a new edition—exactly the same as the first except that it is in one volume and has his own revisions—can be offered to you at a fraction of the price of the first . . . Wells' marvelous history at the price of \$3.50 and a year's subscription to the *Review of Reviews* at its regular price of \$4, both \$7.50 in monthly payments or \$6.50 in cash. . . . By a fortunate arrangement we can offer it in full leather at a lower price than cloth binding would have cost you a year ago, \$9.50 in cash, when taken with the *Review of Reviews*.

It may be that it is fair to refer to the one volume Wells as the same work as the original and therefore to make direct price comparisons. This, however, is questionable. To offer the two at \$7.50 with \$5 given as the price of the history and \$2.50 as the price of the magazine would be more in accordance with what the trade believes the offer to be. On that basis it is a good purchase, but apparently not spectacular enough to lend itself to a campaign.

Book Price Levels

WE have from time to time gathered data as to the comparative price levels of different types of books, but, owing to the variance between books, it has been difficult to get a general view of the whole situation, which it is important to know in order that publishers may estimate how much more capital they are likely to have locked up on a certain volume of business, that retailers may know how much more investment they will have to have to carry a certain number of thousands of volumes, and that libraries may know how much increased appropriation they may need in order to get given supplies of books.

Another view of this subject has been suggested by looking over a list of books that was made out five years ago to serve as a model home library. The list was made and priced in June, 1917, and included home books of reference, histories, books on general science, music, nature books, poetry, classics, novels, current fiction and children's books—in all, 166 volumes. This total does not include 11 titles

that have gone out of print, rather less perhaps than would have been expected. The total retail price of the books at that time was \$234; the present price would be \$348, a 49% increase. The highest increases were on the imported series of classics. Eliminating these, the rate of increase was 45%. There was no book on the entire list that had not changed, the smallest increases being 20% and the highest 100%. The great majority, however, ran along about 40% which kept the average in the 40's. Some wider investigation might be made, but this may serve as a fairly accurate estimate.

This places books at the beginning of 1922 on a scale lower than most commodities as compared with five years ago and lower in percentage of increase than most of the component materials that make up the book. Paper is now about 60% higher than it was, binding cloth 70% higher, electrotyping wages 150% up and printers' wages double.

Record of American Book Production January, 1922*

CLASSIFICATION	New Publications			By Origin			
	New Books	New Editions	Pamphlets	English and other Foreign Authors			Total
				American Authors	American Manufacture	Imported	
Philosophy	13	1	1	8	2	5	15
Religion	34	0	10	38	3	3	44
Sociology	33	4	23	52	3	5	60
Law	5	3	3	11	0	0	11
Education	5	0	4	8	0	1	9
Philology	16	2	4	17	0	5	22
Science	15	5	41	54	0	7	61
Technical Books	25	6	4	27	0	8	35
Medicine	18	1	2	13	1	7	21
Agriculture	4	0	12	16	0	0	16
Domestic Economy	3	0	2	5	0	0	5
Business	13	1	7	20	0	1	21
Fine Arts	4	2	1	4	0	3	7
Music	0	0	0	0	0	0	0
Games	6	0	3	6	2	1	9
General Literature	21	1	7	27	0	2	29
Poetry, Drama	58	6	36	86	7	7	100
Fiction	41	17	0	45	8	5	58
Juveniles	9	0	0	9	0	0	9
History	29	0	9	27	0	11	38
Geography, Travel	17	2	6	21	1	3	25
Biography	30	3	2	25	5	5	35
General Works	7	0	9	13	0	0	13
Total	403	54	186	532	32	79	643

* In January, 1921, 533 new books, 110 new editions, and 184 pamphlets; a total of 827 were recorded.

The Educational Renaissance and the Book Publisher*

Joy Elmer Morgan, Washington, D. C.

Editor of the Journal of the National Education Association

EDUCATION today is being influenced by important tendencies both within and without the school that are prophetic of a greatly enlarged usefulness for the publisher of books. Taken collectively as phenomena of this unique period of world life these educational tendencies prophesy a marked elevation of the intellectual life of the great mass of mankind. The early advocates of universal education could hardly have foreseen the world sweep of the democratic impulse of today and the currents in education which have sprung from that impulse.

These currents may be grouped under three heads. In the first place, the science of education is making rapid progress. Educational method is passing thru a period of change in the direction of larger initiative and individuality for the learner. In the second place, there is developing within the group of educational workers a heightened sense of professional obligation which is finding expression in the growth of professional organizations and in indications that such organizations will be the policy-determining agencies of the future. In the third place, there are unmistakable signs of a new faith in education on the part of people generally, not only in America but throughout the world.

In its relation to security and progress, the science of education is no less important than compulsory attendance and the machinery of administration. It is not enough that every child be kept in school during the formative period of his life. It is not enough that he be assured a mature and competent teacher. The education of every boy and girl must be so conducted as to preserve and develop those elements of personality that are especially valuable in a democratic social structure. The ultimate measure of classroom procedure is the sort of social fitness it develops. This fact is being recognized today as never before. The school of the future will be essentially democratic in its relationships. The publishers of textbooks have already felt this tendency toward democracy in course of study and school management. It has significant consequences also for the publisher of general books because its whole aim is to make of the child a thinking citizen—to fix habits of intelligent living which will carry over into adult life.

The democratic attitude toward the learner has given rise to the use of scientific tests and measurements, to pupil participation in school government, to the source method, the project method, the socialized recitation, and to the wider use of books and libraries. The significance of these newer practices is emphasized when one considers the enormous size of the Nation's school factory.

There are in the United States 28,000,000 children of school age. In order to handle these great numbers of children effectively they must be grouped in classes and grades and given prescribed courses of study. Ways of making this classification on a scientific basis are being developed, but the fact remains that millions of children must be put thru a common mould. If this passing thru a common mould is not to crush initiative, the child must be surrounded with materials that will provoke study and investigation on his own account. To do just this is the function of books. The growing recognition of this function is found in resolutions of education associations urging the development of libraries, in special equipment in new school buildings, in an increasing demand for trained librarians, and in legislation looking to state-wide systems of libraries fostered by State and Federal aid.

There is no single public educational activity that in proportion to its cost has greater undeveloped possibilities than the free public library. Not over twenty per cent of the citizens of the United States now have access to a free library. Perhaps less than one per cent actually uses public libraries. But a new day is dawning. The development of the ideal of a state-wide system, using the county as the unit of trained service, is putting new life into the library movement. Training within the school has never pointed so directly toward the use of the public library. There is a growing conviction among educational leaders that the school is only the beginning—that public libraries must be developed to perpetuate the fine spirit and the high ideals which schools exist to create. Fifty years ago the schools were relatively as poor and inadequate as public libraries are today—compulsory attendance was fighting for recognition. Today there is not a state in the Union that does not have compulsory attendance. Fifty years from now there will not be a state in the Union that will not require and aid every community to maintain a library.

* Address delivered before the National Association of Book Publishers at their Second Annual Luncheon.

Along with these developments in the science of education has grown up a new spirit in the teaching force of the Nation. This awakened sense of professional responsibility among educational workers will encourage reading both among them and the people with whom they come in contact. I need not dwell upon the oft repeated statement that the teacher is not a reader. I need not even give the facts that have been cited to prove that statement. It is far more to our purpose to analyze briefly the social composition of the teaching population of the United States and then to ask why we should expect high standards of intellectual life from a group of men and women so composed. There are something over 600,000 public school teachers in the United States. If these teachers were to form in line side by side, the line would be 300 miles long. If they were arranged in this line in the order of age and one were to start with the youngest teacher, he would pass by tens of thousands of teachers only sixteen, seventeen, or eighteen years old and would traverse one fourth of the entire three hundred miles before he would come to the first teacher who had passed the age of twenty-one.

If the line were to form again upon the basis of attendance at school, one would pass 30,000 teachers before reaching the first individual who has had more than an eighth-grade education; he would pass 150,000 teachers before reaching the first individual whose education amounted to more than two years of high-school work; he would have passed 480,000 teachers before he reached the first teacher with two years of training after graduation from high school. With 480,000—or four-fifths—of our public school teachers comparatively untrained, need we be surprised that they have not developed the reading habit either in themselves or in the children they have taught?

This would be indeed a dark picture if there were not another side. That other side is found in professional organization. Professional organizations among teachers began as forums for the discussion of the problems of education. The part played by these discussions has not diminished during the past few years—indeed it has increased—but professional organizations have passed into a new period of development which we may call the period of action and democratic control. The old associations were composed chiefly of persons who attended the meetings or who desired to have their publications. The new associations are composed of all teachers who elect representatives to attend the meetings. The meetings of representatives in the Na-

tional Association and in the associations of the more progressive States frame patriotic programs of educational development.

As a result of their representative character and of the programs for which they stand, these associations have had enormous membership growth in recent years. For example, before 1918 active membership in the National Education Association remained under ten thousand; on January 1, 1921 it was over 48,000; on January 1, 1922 it was over 83,000; new memberships are now coming in at the rate of over a thousand a day. A similar growth may be found among the State associations. The Pennsylvania association numbered 18,000 in 1918; 34,000 in 1920; and 40,000 in 1921. The Texas association numbered 3000 in 1918; 8000 in 1920; and 14,000 in 1921.

Backed by these large and growing memberships both State and National associations have been able to accomplish much for the advancement of education. The laws which have been added to the statute books of the States in consequence of organized professional effort are numbered in scores. The support which has rallied to the legislative program of the National Education Association will stand out in educational history as marking the beginning of a new epoch in this republic. That program in its naked outline consists of two main propositions: First, the creation of a Federal Department of Education with a Secretary in the President's Cabinet and second, Federal subventions to the States to promote certain phases of education which are fundamental to good citizenship in both State and Nation. A year ago, the success of this program might have been doubted; to doubt it now would be to doubt the very tides. From every corner of the Nation there has come such a wave of popular support that if legislation does not pass this Congress, there is certain to be elected in 1922 a Congress that will say with the great British statesman Lord Fisher, "That nation which employs the best teachers with the highest pay and as a part of the best school system will be the best governed and therefore the greatest Nation."

A professional spirit which can realize such programs as these and which can sweep one-fourth of the teachers of the Nation into summer schools—as it did during the summer of 1921—must mean broader interests and a higher intellectual level among teachers generally. This in turn must react upon the communities where the teachers work and upon the children who daily come under their inspiration and direction.

The third point—the growing public demand

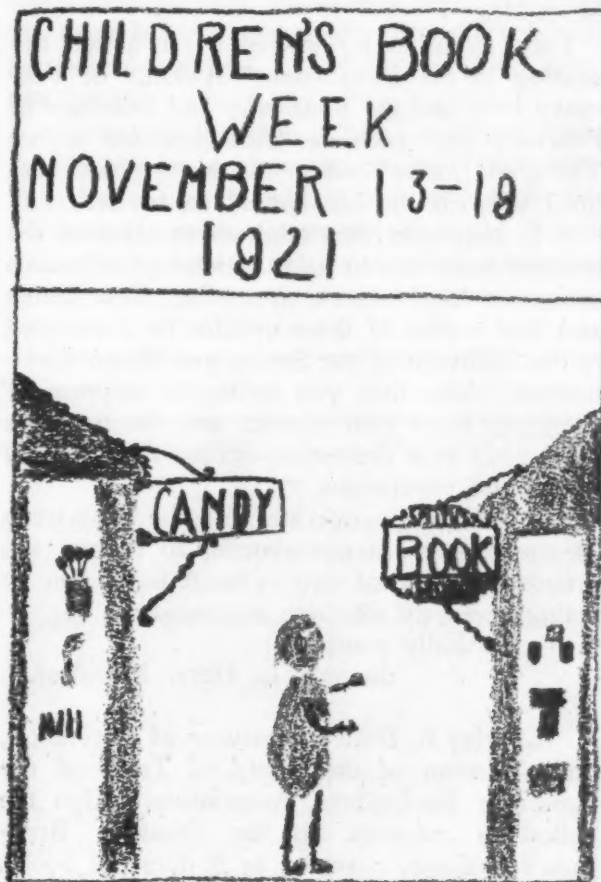
for education—is really implied in the other two. They are all merely evidences of a renaissance in education which is stirring society to its depths—a renaissance which must rally to its support the thinking men and women of the civilized world. In America there are evidences of this new faith on every hand. It finds expression in the great crowds of students that have overflowed the high schools of every city in the land. It is revealed by enrolments that have exceeded the capacities of colleges and universities. It is made plain by the increased space which newspapers and magazines are giving education and by a vigor of editorial emphasis and constructive criticism unknown in days gone by. The new faith in education is convincingly evident in the determination of the best citizens that in spite of the present economic stress, the work of public education

shall not be crippled for want of funds. The new faith in education is registered in the halls of Congress and in the attitude of the administration at Washington. Education is now a world power—recognized, respected, and relied upon. The conference at Washington is itself a memorial to the influence of free public education and it may well be that the greatest achievement of the conference is not written in any of the treaties or pacts that it has produced, but in the awakening consciousness of the leaders of the nations that the world can go no faster and no further than is made possible by the education of the great mass of mankind. In that education the printed page is certain to play a larger and larger part. May I congratulate the publishers of America upon the commanding opportunity that is theirs to carry on the good work.

Book Publicity as Children Would Plan It



BY BETH KELLER



BY HUBERT GRAVES

CHILDREN IN THE PROVIDENCE PUBLIC SCHOOLS SUBMITTED POSTERS FOR AN EXHIBIT HELD AT THE PUBLIC LIBRARY DURING CHILDREN'S BOOK WEEK. THERE WAS WIDE INTEREST IN THE EVENT AMONG THE CHILDREN, THE PARENTS AND THE PRESS

Booksellers Act on Tariff

THAT the booksellers are in earnest in their endeavor to do everything possible to prevent the enactment in its present form of the book schedules in the Fordney tariff is indicated by the letter which has been sent out by President Eugene L. Herr of the American Booksellers' Association to its 500 members.

Mr. Herr makes the suggestion that every bookseller should not only write to Washington but, more important still, should see that the local paper discusses the situation in the following letter to the trade:

Dear Fellow-Bookseller:

Word has just reached us that the book schedules in the Fordney Tariff Bill (H. R. 7456), will come up before the committee for final action between March 1st and 15th. Whatever can be done to alleviate the proposed schedules must be done in the next two weeks.

The position of the book-trade has been presented by Charles E. Butler in his statement last September, and before the Senate Finance Committee in December by John McCrae, Charles E. Lauriat, Jr., and Dr. M. L. Raney.

Your attention is directed to an article appearing in the PUBLISHERS' WEEKLY of February 11th, and the *Bookseller and Stationer* of February 15th entitled, "Act Now for a Just Tariff on Books" and to the seven points outlined wherein the bill should be revised.

It is suggested that booksellers all over the country endeavor to have articles or editorials appear in local papers, presenting these points and that copies of these articles be forwarded to the chairmen of the Senate and House Committees. Also that you write the member of Congress from your district and the Senators from your state protesting against the proposed duties and regulations.

Will you not co-operate with the book-trade of the country in endeavoring to correct the proposed backward step in tariff legislation by acting promptly on these suggestions?

Cordially yours,

Eugene L. Herr, President.

Charles E. Butler, treasurer of Brentano's, and chairman of the Board of Trade of the American Booksellers' Association, makes the following comment on the situation. Brentano's business, covering as it does old books, foreign books, and general publishing, gives Mr. Butler's comment especial weight.

New York City, February 14th, 1922.

Editor, PUBLISHERS' WEEKLY:

The all-important matter of interest to the book world is, what is Congress going to do

with the Fordney Tariff Bill, especially that part relating to books? There can be no doubt as to the harmful effect its passage, as now proposed, would have on books, reading and education. No tariff whatever should be placed on foreign books or books twenty years old, and it were better if the tariff was not increased on current English books. The gain to the United States in money by this taxation would be so insignificant, that surely it would not warrant the inflicting of all the harm its enforcement would bring about.

The worst evil of the bill is the American Valuation plan of assessing the duty. It is *intolerable, impossible and unjust*, for it compels the public to pay double duty or more as it may please the appraiser to assess—we have challenged the members of the Committee to refute this statement, and we repeat it. It cannot be done. Consider the poor appraiser upon whom the impossible task is imposed. Consider also the everlasting war he will be engaged in with the importer, thus converting the calm serenity of the Custom House heretofore prevailing, into a seething cauldron of a perpetual fight for price elevation and for price reduction.

Charles E. Butler, Chairman.

The following changes in the book schedules are those urgently recommended:

1. The duty on all books bound or unbound except such as may be otherwise provided for should not be more than 20% ad valorem based on cost price to importer in country of exportation (Par. 1310.)

2. Children's toy books should be protected under toys (Par. 1414) with clarified description of what constitutes a toy book and the 40% duty as proposed.

3. Books should be specifically exempted from American Valuation appraisement (Sec. 402) as being impractical to apply and unnecessary for adequate protection of this American industry.

4. Books over 20 years old should be re-instated on the Free List. (Par. 1529.)

5. Books in foreign languages should be re-instated on the Free List. (Par. 1529.)

6. Libraries and educational institutions should be given the same duty free privilege as before. That is "all textbooks used in schools and educational institutions" (Par. 1530) and "not to exceed two in any one invoice for libraries." (Par. 1531.)

7. The libraries of families from other countries should be duty free without the limitation of \$250. (Par. 1532.)

The Successful Rental Library

By Marion Humble

Part II—Continued (from February 4th)

Records of Borrowers

Two records must be kept in the rental library to enable the librarian to know what books are out, who has them, where to send for them if overdue; a Record of Borrowers and a Record of Books Borrowed. These records are best kept on cards. A registration card is needed for each borrower, showing name, address, business address if any, date of application for rental privilege, and amount of deposit, if one is required, telephone number if useful. These cards should be arranged alphabetically by last name of borrower. Addresses should be kept up-to-date. Note of fines unpaid and books not returned can be placed on this permanent record, and a borrower's privileges withdrawn if he abuses them.

Records of Books Borrowed

The record of books demands a card made for each book, showing author, title, copy number, accession number if used. The card should be ruled in three columns in which are to be entered: (1) name of borrower, (2) date taken, (3) amount paid on return.

The third entry is made when the book is returned. A 4x6" or 5x8" card is practicable. These cards are kept in a file "Books In" until wanted. When a borrower selects a book and brings it to the desk for record, the card for

that book is taken from the file, the entries of name of borrower and date taken made, the date taken is entered in the book for the borrower's information, and the card is placed in a second file, "Books Out." When the book is returned, the card is found in this file, the amount paid entered on the card, the card returned to the "Books In" file, and the book returned to the shelves.

The file of cards "Books In" should be kept in alphabetical arrangement by title (or by author if this seems easier to the librarian). The file of cards "Books Out" is best kept in chronological arrangement by date of month; as each book returned is stamped with date of borrowing its card is easily found. Books longest out will automatically come to the front of the file, and notices can be sent when the books are overdue. Date guides can be obtained from office supply firms. "Books Out" cards may be kept alphabetically if preferred **tho there is advantage in the chronological system when watching for or following up overdue books.**

An "Overdue" guide in the file should indicate cards for which notices have been sent. Overdue notices should be sent out each day, for books that have been out a month. These should be postcard notices, worded somewhat as follows:

Head of the House of Coombe—Burnett

BOOK NO.	PUBLISHER	ADDED	COST	TOTAL RECEIPTS	
896	Stokes	Feb. 10	C B R —	\$4.11	
	TAKEN	PAID		TAKEN PAID	
J. A. Timmins	FEB. 10	15			2.31
Mrs. M. A. Cobb	FEB. 16	30	Laura Hope	MAY 5	15
Flora B. Havens	FEB. 26	24	etc.		etc
M. N. Grace	MAR. 6	15			
Mrs. Thos. Jenkins	MAR. 10	15			
Miss Maude Tobey	MAR. 14	18			
Martin Frye	MAR. 22	24			
Martha Evans	APR. 2	21			
Mildred Stevens	APR. 4	15			
Albert Knight	APR. 12	36			3.76
R. D. More	APR. 27	18	Sold off at		35
		2.31			4.11

A REMINDER.

from the Rental Library
that
borrowed by you on
has not been returned. Perhaps it has
been overlooked and you may wish to
return it before further dues accrue. If
you wish to keep the book permanently,
its cost is

New Books Rental Library
Added Weekly
Three Cents Per Day. (address)

If no answer is received to this notice, a personal letter with enclosed bill should be sent at the end of a week, the letter reading somewhat as follows:

Dear Sir:

We are enclosing a statement showing your account with the rental library to date. You may perhaps have overlooked the book borrowed five weeks ago, (name of book) or you may have decided that you would like to keep it.

Enclosed also is a list of some of the new books just received. The titles checked have been added to the rental library. You will surely be interested in looking over these books when convenient.

Very truly yours,

The enclosed statement should include:

..... (title)

..... (author)

Rental, .. (date, .. to .. (date.... (amt.)

Cost, if purchased, (amount).....

Borrowers' Obligation

The required amounts of payment, whether deposits or payments per week or per day, and the matter of overdue notices should be explained to a borrower taking his first book. There should be no "rules and regulations" to irritate borrowers; the taking of books must be made an altogether pleasant and agreeable operation. If the date of taking a book is always placed in the book, and it is understood by the borrower, he can always tell how long he has had the book and how much he owes. The postcard reminder and letter will call attention to this, if kept over a month, and offers him the alternative of sending a check for the book if he does not want to return it.

A statement about rates can be printed on the flap of the paper wrapper. Borrowers dislike to be bothered with cards or booklets of rules and the wrapper is the simplest means of carrying this information with every book.

Such instructions as "Please do not remove this cover," "Members are not allowed to lend

books except to their own family," "Books with pages torn cannot be returned and must be paid for" are unnecessary if the borrower understands in the beginning that he is responsible for books taken. The borrowing and buying of books must be made as attractive as possible. The thought of rules and penalties and prohibitions should be left out.

The Used Books

One of the best means of insuring care of books by borrowers is to rejuvenate the shelves continuously by withdrawing all shabby volumes, by cleaning with soft eraser or art gum those that are slightly soiled but good for further use, and by steadily adding new volumes. Books in good condition are apt to receive better treatment than torn and dirty ones. The librarian should mend torn pages and backs with mending tissue and book cloth strips.

Books withdrawn still have value, and means should be found to supply a market for them. A \$2.00 novel which has been bought for \$1.30 or charged to the Rental Library by the book department on a basis allowing for handling expense, should ordinarily circulate for four months at least. If it is rented for eighty per cent of this time at three cents a day, the receipts are about \$3.00. This can then be sold to the sales department of the shop at about twenty cents, bringing its income up to \$3.20 and a margin over cost of from \$1.70 to \$1.00. From this of course the expenses of the library are to be deducted before a net profit can be arrived at.

The sales department can sell the book at prices varying according to the book's condition. Often books are sold at three for a dollar. Some stores sell them up to \$1.50 each, when in very good condition, and used but a few times. They can be placed on sale in the store, or sold to public libraries, which are glad to get additional copies of popular books at low cost.

Administration

The Librarian.

The librarian should be as keen a salesman as there is in the store—with a first hand knowledge of most of the books in the library, with a readiness to talk interestingly about all of them and about reviewers' opinions of them. She must be up-to-date daily with local advertisements and reviews, and be ready to meet the demand that these notices create. Newspaper and magazine notices of books send people into the bookstores, and the librarian should have read the notice before the patron arrives at the store. She must also know former books by the authors included in the rental collection, and announcements of books they are writing. And she ought to talk books so effectively that she will

not only increase book borrowing, but book buying.

Arrangement of Library.

Rental books should be grouped by subject on the shelves, with plainly printed labels: Romance, Adventure, Western Stories, Detective Stories, Short Stories, etc. The librarian should be able to recommend books in groups, that is, to be ready always with suggestion of a book to read next, if a borrower wants the suggestion. She should sense also the borrower who does not relish advice.

A bulletin board with mounted book covers, book reviews, newspaper advertisements, brief lists by subject or author, will help people in selection. A table of lists and publishers' announcements will interest borrowers and contribute to sales as well as to library patronage. If the brief description found on the jacket of a book is pasted inside it will greatly help the customers in their selections.

If there is room, a couple of tables and some chairs will add to the enjoyment of the library by borrowers who are not in a hurry and who want to look over several books before choosing.

Salaries.

One librarian can probably carry the work at the start of the library, if someone can be detailed from the sales force for her relief at lunch hour, and if she can make occasional use of the office force for typing of lists, letters, etc. Such extra help supplied by the store should be charged to the library, as should the librarian's salary. This salary should be equal to that of the other competent salesmen in the store, because the librarian must be a salesman. A good person to take charge of a rental library can sometimes be obtained from the local public library and taught the commercial end of book distribution. Rental libraries managed in the spare time of a salesman covering other duties are seldom a great success. It is better to get solidly behind the library until it is active enough to justify a full time librarian to carry on the work independently.

Publicity

The library will need newspaper advertising when started. An attractive ad placed in the daily papers which are read by the desired clientele, will bring best results. A printed slip placed in store packages sent out during the week previous to opening will be effective. A large lettered sign hung over the library alcove will be useful as a guide. A neat glass sign should always be in the window with the other displays. A bright paper wrapper for the books will advertise the library wherever they are carried. Many libraries run a small advertisement in local papers once a week, Saturday

morning for week-end borrowers, or the Sunday edition for general promotion. Such ads and the repetition of the printed slip in store packages every few months are good investments for the circulating library.

Rental library borrowers are usually steady customers when the habit is established, but there must be a constant adding to the list of users if the volume of business is to be maintained and increased. No month should pass without some newly conceived promotion. The librarian thru analysis of the sources of her trade will be able to make good suggestions for the best directions for new canvass. Women are usually heaviest borrowers, as public libraries also show. Business women and girls in offices find it easy to drop in at noon for books. Women in apartments and hotels where house-keeping problems are simpler, often have more time for reading than householders. Established borrowers are often glad to suggest names of possible new subscribers.

It will be found that by meeting with adequate supply the demand for the most talked of books of the moment, new readers will become interested in the promptness of the rental library service. The rental library should not be considered as a competitor to the public library, but supplementary to it. No public library is able to meet adequately from its yearly budget the entire new book interest of its community. The public library is glad to see other agencies at work in the field of book promotion.

The Buying of Books

"I HAVE always felt that it was commendable to buy books," says Dr. Carl S. Patton, pastor of the First Congregational Church in Los Angeles, writing in the February *Atlantic*. "I grew up with a liking for reading my own books instead of someone else's. This preference I still have. I have my books strictly for use. I turn down the pages. I even tear out a few, if I need them. Books that I really use are much the worse for wear when I get through with them. I always mark them. When I read one of them a second time, which I seldom do, I generally can't remember what I meant by the marks I put in it the first time. But it gives you a feeling of having dug deep into the book, and it intensifies your sense of the ownership of it, to make big black marks down the side of it as you read. So I have always felt that one should buy as many books as possible. They are not like food, of which one should buy only as much as one can consume at the moment. Nor like clothes, of which a wise man will buy as few and as cheap as he can get by with. But of books he should buy all he can."

English Book-trade News

(From Our London Correspondent)

CESSATION! In other words, there has come a calm, as is always the case, after the holiday season. As, of course, is quite understood, this doesn't mean that nothing is happening. There is a good deal happening. Most publishers and booksellers are taking stock, shutting up for the day, and then looking for the profit. On the whole, we think it will be found, not as it was in pre-war days, surely, but still there is a profit. There were naturally many grumbles that business was bad, that no one bought books nowadays, that ends would not meet, and that some other kind of merchandise for profit must be sought. Granted that a man has to work hard to make money in these times—but why not? It's always good to make effort, for it stimulates invention. And no one has the right to be idle in these days of reconstruction. It is our duty to double the output, even tho the return is, in proportion, much less.

You can not have a war on the recent scale and expect to escape the consequences in a couple of years. It is next to amazing that things are so quickly putting themselves right. Look at book-making. Let us not be impulsive in our optimism, but let us face the facts squarely. Practically every item in the making of a book has "eased." It is agreed that the difference is hardly enough to begin to make lower published prices, yet some publishers have commenced doing so, but only in very special lines. If the trend in materials is still downward in 1922, by the fall, there ought to be some lowering worth noticing. We still maintain, however, that books are not, by any means, too dear. As before said, the book buying public, whatever that may mean, has been badly educated in this direction. Competition has given them books at half (or less than half) their real market value—hence the persistent kicks that books are too dear. And, in spite of the absolute facts that during the period of very high costs of production it was impossible to publish books at pre-war figures, there were thousands of people who said that not only were books unfairly high priced but that publishers and booksellers were profiteers. This was said, too, by those who knew better.

Even so, people are buying books and buying well. If this keeps up, and is stimulated, or maintained, by intelligent propaganda thru trade, literary and other kindred organizations, there is no reason with the advent of lower published prices why there should not be a new boom, and a big one to boot, in books. But there must be a coordinated policy, a team

effort which will make for such a comprehensive push forward as to bring home to the public that a book is in its way as essential to life as a loaf of bread.

There is to be a British Empire Exhibition in 1923 in London. The King of England is to be patron, and big efforts will be made to bring it to a tremendous success. The British government and Dominion and Colonial Governments will take part. There is to be a section devoted to the education, science and art of the British Empire, in which books will be an important feature. A guarantee fund of \$5,000,000 is being raised. The government is giving \$500,000. English publishers are being asked to take some share in this guarantee.

On removing a loose cloth cover from a folio Bible, which he purchased at an auction for 2s. a Baintree resident (writes a *Star* correspondent) found it was bound in red morocco bearing eight panels and the ciphers of William and Mary, and the date 1685.

A Bible was presented from Oxford to William and Mary, and it is believed this is the identical one. The British Museum authorities do not possess a copy of that reign, and have asked that the Bible be presented to the national collection.

Booklegging

"BOOKLEGGING for revenue is the latest game," says a New York correspondent of the *Philadelphia Public Ledger*. 'What is 'booklegging?' It is the business of selling the kind of a book one wants to read, despite the interdictions of those who would be our moral guardians. We all know that 'bootlegging' is the business of selling that which is prescribed, but the 'bookleggers' are quite a different sort in that they have wares, the attempted banning of which is still an open question

"Much of this hidden literature comes from abroad. Right now the literary cult is eagerly awaiting the running of the United States customs blockade by 'Ulysses,' the work of James Joyce, which has recently been printed in Paris. It began as a serial in one of our magazines and was stopped. Now it comes overseas complete as a book, and its 'booklegging' price is bound to be high, very high."

"Some years ago the son of a Wall street financier got behind 'Casanova's Memoirs,' and it was secretly done in twelve volumes from a Pittsburgh printery. Exactly 750 sets were made, selling to a select list at \$125 each. It was handled en camera, and its 'booklegging' price today is sky high. Some have been sold at one grand (\$1000.)

"George Moore, the Englishman, has written a number of books that are most difficult to obtain in America. His 'Story Teller's Holiday' is considered cheap at \$50 from a 'booklegger.' His 'Heloise and Abelard' in two volumes and 'Avowals' command fancy prices, and are also hard to get hold of. Schnitzler's 'Casanova's Homecoming' and 'Reigen' are among the 'bookleggers' best sellers. Other books that have 'booklegger' value include James Gibson Huneker's 'Painted Veils,' 'The Epigrams of Martial,' and James Branch Cabell's 'Jurgen,' 'The Art of Love,' written by a Boston physician, which suddenly vanished when the demand for it was at its height, is now being extensively 'booklegged' in the metropolis.

"A movement is on for the formation of an organization to be known as the Society for the Suppression of Oppression in Literature. The claim is advanced that some of the books one cannot get are held away from readers for as little as one or two pages, which come under the official ban. Notwithstanding the position of those who would open the doors and relieve the pressure exerted by the 'bookleggers,' the fact remains that much that has been proscribed is really unfit for general consumption."

International Book Fair

IT is planned to hold at Florence, Italy, in the Spring of 1922 a great fair for the exhibition and sale of books, under the auspices of the "Associazione Editoriale Libreria Italiana" and with the cooperation of the "Fondazione Leonardo per la Cultura Italiana," writes W. Roderick Dorsey, American consul at Florence, Italy.

The purposes of the fair are to promote among nations a reciprocal and direct knowledge of books; to exhibit to foreigners Italian typographical and editorial activities; to facilitate international trade in books and the exchange of translations; to restore the definite national character of the typographic art and of the decoration of books; to honor the book in every way as the most powerful and most rapid vehicle of culture and humanity.

The sale of books is the principal and most immediate purpose of this Fair in which the publishers and creators in all countries are invited to exhibit productions.

Books exhibited may be sold on condition that another copy be immediately substituted. Exhibits will be grouped according to country. In addition to books, publishers will have the privilege of displaying music, maps and articles used for educational purposes.

In connection with this Fair there will also be an exhibit of antiquities, reserved for dealers in ancient books who wish to place precious manuscripts and other rare works on sale. In

this section the offerings must be confined to objects of real bibliographic importance.

There will also be several special exhibits, among which will be the following:

(a)—Illustrations and decorations of books in which will figure volumes printed, and illustrated by any system, as well as original drawings designed as illustrations for books;

(b)—Bindings, with a historic and retrospective division. In the modern section the participation will be encouraged not only of binders who offer artistic specimens, but also of workmen and publishers who present plainer types of bindings;

(c)—Posters, with competitions and prizes. There will also be a section in which will be displayed various types of advertising, applicable to the commerce and industry of books, even if not artistic or for placing on walls;

(d)—An exhibition of popular culture where there will be demonstrated what is being done in Italy and by others of the more civilized and advanced countries to spread culture and especially popular culture by means of books; that is by popular libraries, reading clubs, societies and other institutions for the printing and diffusion of good books, technical material for libraries, et cetera.

(e)—A display of bibliographic material of the various nations.

(f)—An industrial exhibit restricted to the technical progress that has been made in recent years in machinery and in the various processes of writing and printing.

This Fair, which is said to be the first of its kind ever organized in Italy, will be housed in the historic Pitti Palace and will be under the patronage of His Majesty the King and of all the high officers of State, including foreign Ambassadors. There will be a General Committee composed of persons conspicuous in literature, journalism, politics, and other walks of life.

The active work of organization and direction will be in the hands of an Executive Committee, and American firms interested in making exhibits should communicate with Grande Ufficiale Enrico Bemporad, President Comitato Executive Fiera Internazionale del Libro, at No. 7 via Proconsolo, Florence.

The Molière Tercentenary

THE Molière tercentenary thruout the United States has been arranged by the American Academy of Arts and Letters in co-operation with the French government for April 24 and 25. Altho Paris paid tribute on January 16, the American festivities have been postponed to suit the convenience of the two members of the Academie Francaise, M. Maurice Donnay, dramatist, and M. Andre Chevrillon, critic, appointed to represent France.

Over the Book Counter

By Irving Allen

IF a publisher must be an expert on the tastes and interests of the reading public, no less must the clerk in the retail store have a keen understanding of a book buyer's nature, if he is to co-operate with the publisher, and bring the bookselling business to the level of a profession. Too little attention has been paid as yet in this country to the training of people for the retail book business. I like to think of the bookman as having a singularly important influence in the community, equal to that of the librarian or the teacher, because he has the opportunity of guiding reading tastes, stimulating already curious minds, and he labors under no constraint save his own good will and judgment. There are a few such persons scattered at rare intervals thruout the nation, or gathered in our metropolitan centers.

When the book clerk offers to his prospective buyer "The Triumph of the Egg" with the remark that it is a bunch of good essays, or explains that "Erik Dorn" is similar to "The Sheik," store, publisher, clerk, and customer all suffer. And these are not exceptional examples of the crudities to be found in many retail stores or book departments. The selection and purchase of a book is a psychological process so complex that such efforts at selling are not to be wondered at. An analysis of the many important factors of the book buying process could not be attempted in a short space, but some aspects may be indicated.

Too often the popular methods of retail salesmanship fail in a book store. The little methods of supposed cleverness (courtesy and friendliness are necessary in any human relation) are inapplicable, because individual tastes and the conceit of them are powerful elements in the book buyer's mind. The browser, the looker, the half-educated, the "read everything" are all to be handled skillfully and individually. The real bookseller has distinct but not dogmatic tastes, and tries to discover his customer's in-

terests, not to impose his own upon the other. No one expects the general bookman to have read all the titles he has on sale, but it does not take long to acquire a reasonable familiarity with books, and this combined with sincerity and an avoidance of wooden phrases like "wonderful" and "worth-while" will bring a customer's confidence and business.

There are whole groups of potential book-buyers among the intellectually eager who will swell the profits of any store once their reading is made to seem important and its necessity a challenge to the intelligence. No one has a greater opportunity than the person in a book store who actually meets the customer.

The publisher has screamed in the advertisements, the reviewer has issued his *pronunciamiento*, and all America is talking about it, yet it is the clerk who guides the buyer to the book, and whether the customer can't see anything in it, or in turn becomes an enthusiast matters little to the book trade if the clerk has been sincere and individual in his opinions.

New Class in Bookselling

Ellen L. Osgood, salesmanship coordinator, is holding classes in bookselling at Haaren High School, New York. The course consists of eight lessons including every branch of the work. Her topics include "What books are sold in book shops and department stores?" "How a book is made" (the work of the author, manufacturer, editors, and illustrators), "Publishers' selling methods" (catalogs, advance notices and salesmen), "How are books purchased?" (selling points, reprints and suggestive selling), "History of bookmaking." Among the students attending these classes are salespeople from the various department stores in New York, and from many of the specialized shops.

"Find it in Books"

**Books Give
Information
Knowledge
Power**



BY COURTESY OF THE NATIONAL CITY COMPANY

FIND IT IN BOOKS

The Year Round Bookselling plan puts its emphasis on "Useful Books" in March and gives the dealer display assistance with two posters. Books for business men are emphasized in a card 14 x 11 inches with an attractive silhouette drawn by Gordon Conway. "Books in the Home" can be displayed in connection with the poster of the housewife shown on the opposite page.

In the Field of the Retailer



A POSTER WHICH WILL HELP THE DISPLAY OF USEFUL BOOKS FOR THE HOME, IS BEING SENT OUT FEBRUARY 27TH BY THE YEAR ROUND BOOK-SELLING COMMITTEE.

Books Carried During Smile Week

DURING National Smile Week, February 5-12, a week inaugurated by *Judge* to build up the national morale, many booksellers carried the following books prominently displayed because they were recommended by the members of the Smile Week Committee mentioned below as the funniest books they had ever read:

Irvin S. Cobb, humorist—"Pickwick Papers," "Huckleberry Finn," Artemus Ward, "Mr. Dooley in Peace and in War," Ade's "Fables in Slang," Leacock's "Nonsense Novels."

Ellis Parker Butler, humorist—"Tom Sawyer," "Huckleberry Finn," "Tramp Abroad," "Life on the Mississippi," "Innocents Abroad," "Sketches."

James J. Davis, Secretary of Labor—"Don Quixote," "Gulliver's Travels," "Gil Blas," "Ingoldsby Legends," "Two Men in a Tub," "The Night Out," "Mrs. Wiggs of the Cabbage Patch," "The Adventures of Mrs. Lecks and Mrs. Aleshine."

E. M. Statler, President, Statler Hotels Co., Inc.—"The Gentle Grafters," "Many Cargoes," "Mr. Dooley," "Huckleberry Finn," "Adventures of Tom Sawyer."

Orson Lowell, artist—"Pigs is Pigs," P. G. Wodehouse's books, "Nonsense Novels," "Literary Lapses," "The Crock of Gold," "Scrambled Eggs," "This Giddy Globe," "Zuleika Dobson."

Typography by Mail

COLUMBIA UNIVERSITY has increased its activity in the teaching of typography by planning a home study course, directed by James D. Gabler. This course begins for its spring term on February 8th and covers the same material that is given in the University course in typography, but is available for those who cannot get to the class room. A student of the home study course is allowed a full calendar year in which to complete it and is not bound to any set schedule of recitation or study. The standard of work demanded is in no way lower than the work demanded for those in residence, tho it does not carry academic credit. Work is tested through correspondence and given all possible attention. There is no requirement as to previous academic work before initiation into the home study course, but prospective students can write to the Director of Extension Teaching as to the needs. There are thirty lessons, and the course plans to teach the origin, history and development of printing and the allied lines, instruction in the preparation of manuscripts, proof-reading, selection of types, ink, paper, illustrations, preparation of dummies and visualization of finished work.

Still a Book a Week

AN attractive advertisement of Frederick Loeser & Company's book department in the *Brooklyn Eagle* had the heading:

A BOOK A WEEK!

You Will Find This a Methodical Scheme to Keep Up the River of Literature Flowing From Busy Pens.

It is very interesting to find how much continuing value there has come of last year's emphasis on "Buy A Book A Week." Many dealers report that there are customers conscientiously keeping up this practice, not so much from the dealer's reiteration in his copy as perhaps from the fact that the idea was sound and fitted in with people's diversional and cultural needs. The original intention of the slogan was to emphasize the need of a habit of book buying rather than a spasmodic book buying interest.

An Uncorrected Galley

When you see * * * in a popular novel, it generally means something asterisque.—*Life*.

VICTORIAN FICTION: Sex pretending it is almost anything else. Georgian Fiction: Almost anything else pretending it is sex.

—*Cleveland Plain-Dealer*.

THIS WAR-TORN WORLD

LITTLE CHARLIE: Auntie has been telling us the story of Ali Baba and the Fifteen Thieves.

PAPA: You mean the Forty Thieves.

LITTLE CHARLIE: But, Papa, everyone's short-handed nowadays.

—*Die Muskete* (Vienna.)

THREE LIMERICKS

There was a young man in the States,
Who so greatly admired Mr. Yeats,

That he sent him some books—

An edition de luxe

Of Wilcox, with portrait and plates.

There was an old man of Cape Race,
Whose mind was a perfect disgrace;

He thought that Corelli

Lived long before Shelley,

And imagined that Wells was a place.

There was an old Marquis in Spain,
Who had an inquisitive brain;

So he cabled to Gosse

To send him across

His views on the art of Hall Caine.

—*"New Times and Old Rhymes"* by Charles L. Graves.

THE CRITICAL PROCESS

"The ideal critic is perhaps much like a thermos bottle; full of warmth, he suggests the presence of heat within him without radiating it."—George Jean Nathan.

The thermos bottle seems to me
A symbol far too still and static
To stand for critic artistry,
Musical, lit'ry or dramatic.

The man of critical intent,
Bent on becoming a first-rater,
Should boast a head ebullient
And perky as a percolator;

A head where inner warmth abounds,
Bubbling with notions self-contained;
Brewing, from raw creative grounds,
A product clarified and strained.

Like percolators, more or less,
Your criticaster should react;
When critics blurb, spill, effervesce,
Doubt not their little domes are cracked.
—Keith Preston, *Chicago Daily News*.

Savannah Book Shop Has Reader's Transportation

S. B. S. LINES		GOOD FOR DATE PUNCHED	
ISSUED BY SAVANNAH'S BOOK SHOP		JAN	JUL
SELLERS OF DISTINCTIVE GOODS		FEB	AUG
SAVANNAH, GA.		MAR	SEP
GOOD FOR THE FIRST-CLASS PASSAGE		APR	OCT
OF		MAY	NOV
		JUN	DEC

TO THE OPENING OF SAVANNAH'S BOOK SHOP		Day	1
on the date punched in margin, subject to conditions shown below. This ticket is issued to you as a special invitation to visit the display to be made by our Shop, in the hope and belief that there will be many things of interest to you.		2	3
		4	5
		6	7
		8	9
		10	11
		12	13
		14	15
		16	17
		18	19
		20	21
		22	23
		24	25
		26	27
		28	29
		30	31
		CONDITIONS	
LIMIT. There is practically no limit to the bargain possibilities of our line.			
STOPOVERS cheerfully allowed at any or all points of interest that will be shown you. You will find them all good values.			
TRANSFERABLE? Certainly. This ticket is transferable to any member of your family and will be gladly honored any time.			
REDEEMABLE. If it happens that you or your family are unable to visit our display on the date shown, please remember that there is a standing invitation for you to come at any time.			
<i>E. E. Hackney, Manager</i>		1920	

SAVANNAH'S BOOK SHOP LINES	
OF CHILDREN'S BOOKS AND GAMES	
104	Good for First Class Passage Through the Line of DISTINCTIVE THINGS FOR CHILDREN
	Date punched in margin, also at all other times.
	ISSUED FROM OUR SHOP 104 Broughton, East
	Good if Attached or Detached
1920	

SAVANNAH'S BOOK SHOP LINES	
OF BOOKS THAT YOU WANT	
104	Good for First Class Passage Through Our Line of DISTINCTIVE BOOKS
	Any date desired, via the Line of S. B. S. Service
	ISSUED FROM OUR SHOP 104 Broughton, East
	Worthless if Detached
1920	

The Censorship of Rabelais

THE suit against John G. Kidd of Stewart Kidd Company of Cincinnati for the sale of Rabelais which was reported last week has caused widespread comment and editorials. Mr. Kidd now reports that he will not fight the case but has agreed with the District Attorney to discontinue the sale of such books as "Decameron" and Rabelais, and has also agreed to destroy the plates and stock on hand of the edition of "Decameron" which his firm published. The Rabelais which had been sold was not published by Stewart Kidd but by Donohue, an edition widely handled in the book-trade. The case was brought by Mr. Angiers, the Post Office Inspector and Western representative of the Society for the Suppression of Vice. Stewart Kidd Company was brought into court two years ago in connection with the publishing of a thin paper edition of "Decameron" which contained the full translation of all the stories. At that time their attorney stated for them that they would not sell the "Decameron" thru the mails again, and this they have ceased to do, nor have they advertised for business on the "Decameron." They have had letters asking for the book but refused to quote. As the books have been withdrawn from sale and the store has taken from its shelves all classics of this kind, the case does not appear to be likely to become the occasion for a test decision which is much needed. The high court in New York State gave the opinion some years ago that in the case of classics of this kind the selling method was to be judged and not the book itself which had its own recognition as literature.

Books of the Month

Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

To the Last Man. By Zane Grey. *Harper.*

✓ The Sheik. By Edith M. Hull. *Small, Maynard.*

The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan.*

Helen of the Old House. By Harold Bell Wright. *Appleton.*

Her Father's Daughter. By Gene Stratton-Porter. *Doubleday, Page.*

NON-FICTION

The Outline of History. By H. G. Wells. *Macmillan.*

Mirrors of Washington. Anonymous. *Putnam.*

The Americanization of Edward Bok. By Edward Bok. *Scribner.*

Woodrow Wilson As I Know Him. By Joseph Tumulty. *Doubleday, Page.*

Queen Victoria. By Lytton Strachey. *Harcourt, Brace.*

Mirrors of Downing Street. Anonymous. *Putnam.*

An Educational Renaissance

THE article by Joy Elmer Morgan printed in this issue was delivered as an address before the annual meeting in January of the National Association of Book Publishers and made a marked impression for its vision and prophecies. Some conception of what is going on in the larger aspects of educational progress is a necessary part of the equipment of a publisher today and of the general knowledge of the book-sellers. Writing from the headquarters of the American Library Association after reading the text of this speech, Sarah C. N. Bogle, the Assistant Secretary said:

"I wish every library school student could have his attention called to Mr. Morgan's 'Educational Renaissance and the Book Publisher' as delivered before the National Association of Book Publishers."



NOT ONLY FLOYD DELL (RIGHT) BUT "THE MOON CALF" AND "THE BRIARY BUSH" APPEARED RECENTLY AT A GREENWICH VILLAGE COSTUME BALL.

Attention to Advertising Literature

THIRTEEN public libraries in the leading Canadian cities from Halifax to Vancouver have received a library of fourteen books, which will be known as the "Anson McKim Memorial Section on Advertising Topics." These are a memorial to a pioneer leader in Canadian advertising, and the collection will be gradually extended by the Canadian Press Association, which has endowed the idea from funds raised by voluntary subscription. The first books sent out were:

"Advertising, Its Principles and Practice," by Harry Tipper, H. L. Hollingsworth, George B. Hotchkiss and Frank Alva Parsons.

"Advertising as a Business Force," by Paul Cherington.

"The Business of Advertising," by Ernest Elmo Calkins.

"The Typography of Advertisements that Pay," by G. P. Farrar.

"Newspaper Advertising," by G. H. E. Hawkins.

"Making More Out of Advertising," by Wheeler Sammon.

"Scientific Distribution," by C. H. Higham.

"Scientific Selling and Advertising," by Arthur Dunne.

"Dawson Black, Retail Merchant," by Harold Whitehead.

"Practical Publicity," by Truman A. de Weese.

"Writing an Advertisement," by S. Roland Hall.

"Volume 600 of International Library of Technology."

"Volume 610 of International Library of Technology."

"Volume 1020 of International Library of Technology."

Women as Writers

WILLIAM Ellsworth writes in a recent number of the *New York Times Book Review*:

"One-quarter of all the professional writers of the country live here in New York and Brooklyn—to be exact, 461 out of 1,897. I do not include journalists or the many college professors who write occasional books, but only those who are called authors in *Who's Who*. Probably comparatively few of them were born here, for if a writer's locale is of the mountain or the sea or the plain, then mountain, sea or plain must have been the environment of the formative years. Bret Harte continued to write California mining stories long after he had put that State behind him.

"Of these 461 New York authors—to give a little more statistical information—302 are men and 159 are women, and it is likely that the

proportion holds good thruout the country. About two-thirds of our authors are men and one-third women; and yet, in spite of this great number of women, the American Academy—which President Thomas of Bryn Mawr has effectively dubbed the American Men's Academy—has so far considered only Julia Ward Howe as worthy of a seat in its assemblage. Publishers and editors have known for years that in one branch of literature—and a very important one, imaginative literature—women are doing as notable work as men, and have been doing it for at least a generation; and I would go so far as to say that if you place side by side the names of American men and women who are doing today the best work that is being done in fiction, the women will outnumber the men."

De Luxe Books in Paris

THE Paris newspaper *Humanité* says of the modern tendency in finely illustrated books:

"There are a great many de luxe books printed nowadays. A number of the newly rich have gone in for book collecting and their desires in this direction have to be satisfied in some way or other. From this comes an overproduction of books printed on beautiful paper, in types more or less elegant or fantastic or unusual, and illustrated by engravings. Rarely does all this make for an artistic whole such as is found in the books of the fifteenth century or, to give more modern examples, in those of William Morris or Cobden Sanderson.

"Nevertheless illustrators have learned something in these last few years. The greater part of them avoid imitations of paintings and try to make prints that will harmonize typographically with the text. They are much inspired by models from the past, often adding thereto amusing individual fancy. Notable examples of this are the compositions of Daragnes for the editions of the "Banderole," and those of Le Breton for the "Cyrano de Bergerac" of Rostand.

"But the deep spiritual tie between the artist and the author, the interpretation of a text that one has loved and tenderly dwelt on, remains a very rare thing, and it is this that makes one appreciate especially the beautiful drawings of Bernard Naudin for Diderot's "Neveu de Rameau." With a sense of humor that recalls the old English caricaturists, with a fine and witty pencil, Bernard Naudin has reproduced all the wit of the text, the pleasant spirit of mocking observation of the eighteenth century, sharp and good-natured, fearless, but not brutal, always full of elegant subtleties."

Current Clippings

THE MACMILLAN CO. OF CANADA, Limited, have assumed the exclusive agency for Canada for the publications of Alfred Knopf, New York, effective from the first of the year.

THE FEBRUARY issue of *Mentor* will contain an article by Frederick O'Brien, "The Lure of the South Seas," which will be accompanied by a gravure section.

MARGOT ASQUITH, who has been lecturing over here, for the last few weeks, is planning to write a book about America.

The books of Edward Howard Griggs are now published by the Orchard Hill Press, Yonkers, N. Y., of which Alvin M. Higgins is manager. These books were formerly published by B. W. Huebsch. The Orchard Hill Press also publishes the handbooks to courses.

JUST ABOUT a year ago, the mother of Marie Bashkirtseff, died at Nice. She had kept all of her daughter's possessions untouched since Marie died in 1884. It has just been found that a casket among Madame Bashkirtseff's belongings contained a further diary of Marie's, filled with her scrawling, nervous, almost feverish writing.

THE *Nation* prize of one hundred dollars, offered in its annual poetry contest, has been divided between two poems: "The Ranch in the Coulee," by Gwendolen Haste of Billings, Montana, and "In Memoriam," by Martin Feinstein of 117 Taylor Street, Brooklyn, New York. "In Memoriam" is a poem of sixteen stanzas which will probably suggest comparison with "Three Soldiers."

THE AUTHORS' CLUB announced at its thirtieth annual meeting January 26 that a large majority of its 260 members had voted that the book of the most enduring value to American literature published during 1921 was "The Collected Poems of Edwin Arlington Robinson."

E. PHILLIPS OPPENHEIM, author of over seventy volumes of fiction, has just reached this country on the Adriatic, his last visit having been ten years ago. Mr. Oppenheim is accompanied by his wife, who was Miss Elise Hopkins of Chelsea, Mass. He announces that he will not attempt any lectures, but his public appearances will be restricted to those on several golf courses. His publishers are announcing that his next volume will be called "The Great Prince Shan" and that it will deal with world politics in 1934.

WILLIAM JEAN LAVARRE, of Richmond, Virginia, has returned from his third trip on the Mazaruni river British Guiana, and has brought back with him the largest diamond ever discovered in North or South America, a thirty and one quarter carat stone, known as the Kurupung diamond. Mr. Lavarre will go back to the diamond country this month for further exploration of the mining fields. His first book, "Up the Mazaruni for Diamonds," describing his initial trip in 1917 is published by the Marshall Jones Company, which will have a new book from him this spring. It will be called "Drumonds." Mr. Lavarre, so the report goes, has had to have police protection for his jewel.

THERE IS a report from Germany, says the *New York Times*, that the Crown Prince will publish a book this year. In fact, if the first book is successful, it is said that he has material for a number of books collected. The Crown Prince's first book will deal with his memoirs from birth to the outbreak of the World War. The second book covers the period from the World War to Wieringen. Volume III will cover everything since then and reminiscently before. The Crown Prince's first book will be published by the Cotta Publishing Company of Stuttgart, which gained international notoriety as the publishers of Bismarck's third volume. This first book will be published in the late Spring, probably in April.

LITERARY ITALY is still laughing over the pep of Antonio Quattrini, who invented the "J. P. Morgan Award," gave it to himself and made his book sell as a curiosity. In August 1921 the Italian Press was requested to publish the following announcement: "The James Pierpont Morgan Foundation, which suspended its award of prizes for the period of the war, has now reopened its offices in Paris, and will assign, within the next three months, its annual prize for the best production of Italian literature." The prize was announced as 50,000 lire and authors were invited to submit manuscripts to a certain Berthier in Paris. Late in November, it was stated that the J. P. Morgan prize had been awarded to the Venetian writer, Antonio Demande Quattrini for his novel "The Slave of Beauty." And bundles of the novel began to arrive C. O. D. at the booksellers' shops. Who Mr. Quattrini is is still unknown. "The Slave of Beauty" seems to be the work of an illiterate, it is said, quite ignorant of spelling and syntax. Newspapers have received frequent letters from him threatening suits for slander, denouncing his critics and defending "The Slave of Beauty." Curio hunters are buying the book, and the booksellers who refused the bundles of books C. O. D. are very much disgusted.

Book Trade Salaries in France

THE National Committee of the "Federation of the Book" in France concerned itself mainly, during 1921 with an attempt to establish some relation between salaries and the cost of living. In the more important parts of the country such as Paris, Lyon, Marseilles, Lille, Bordeaux, etc., an agreement was made that salaries should be raised tri-monthly to meet the rise in the cost of living. Conversely, they should be lowered if the prices of necessities went down. This agreement was not in force, however, in most sections of France where the matter had to be thrashed out amid often much bitterness on both sides.

Valuable Book Lost

RICHARD LE GALLIENNE has lost a valuable copy of a first London edition (1882) of Oscar Wilde's "Poems," inscribed by the author. The book was lost in a taxi near the Grand Central station or in the waiting room there, on November 19. Mr. Le Gallienne hopes that any bookseller to whom the book is offered for sale will communicate with him in care of *THE PUBLISHERS' WEEKLY*.

New York Holdup

A MAN representing himself to be from A. R. Taylor Co. of Memphis called at George H. Doran Co.'s office last Saturday afternoon, told a long story of a motor ride to New York and subsequent exhaustion of funds. The amount borrowed on a well-connected story has not yet been returned, as is often the case with Saturday afternoon borrowings. Others of the trade may have the same case presented to them.

Correction

Adams, James G., ed.—"Review of the American Forces in Germany," was entered in the *PUBLISHERS' WEEKLY* Weekly Record, Dec. 31, 1921, as being published by the author at A. P. O., 927, Coblenz, Germany. The American distributors of this book are The George A. Banta Pub. Co., Menasha, Wis., and the price is \$1.50 instead of \$1 as quoted in the Weekly Record of the above date. It is also published in Morocco at \$3.

Personal Notes

VICTOR W. CUPPLES, of the Cupples & Leon Co., sailed Feb. 4th on the steamer "Empress of Scotland" for an extended Mediterranean trip which will include Egypt and the Holy Land, returning via Paris and London about May 1st.

ALEXANDER GROSSET, president of Grosset and Dunlap, is making rapid and successful recovery from an operation for appendicitis which was performed at the Greenwich, Conn., Hospital last Saturday.

Business Notes

ATLANTIC CITY.—Ogilvies Book Store has opened at 33 South Pennsylvania Avenue.

GREENWICH, CONN.—Mrs. Charles V. C. Clarke has started a new shop.

HARRISBURG, PA.—A. M. Aurand, proprietor of the Aurand Book Store, 925 North Third street, has purchased the three-story brick dwelling in which the store is located. Mr. Aurand, who has conducted a bookstore at the North Third street location for the last five years, plans extensive improvements to the building. The storeroom will be enlarged, giving it a length of 130 feet and extending to the street in the rear of the building. When the alterations are completed, about 100,000 volumes in new, old and rare books, on almost every subject, will be carried in stock.

LOS ANGELES, CAL.—Dawson's Book Shop moved, in January to 627 So. Grand Ave., a retail district. The new location is around the corner from C. C. Parker, and Jones Bookstore and a half block from Robinson's Book Dept. On January 1, Ernest Dawson, the sole proprietor, took his brother-in-law, Warren S. Rogers, into the firm as junior partner. The store handles nothing but books.

LOS ANGELES, CAL.—Loffand & Russell recently started a second hand bookstore.

NEW YORK CITY.—Madison Avenue Book Store, Inc., will move on February 20, from 575 Madison Ave. to 558 Madison Ave., between 55th and 56th streets.

NEW YORK CITY.—Harry J. Salzberg has withdrawn from the Book Readers' Service Bureau and has started a book shopping service at 105 West 40th St. His slogan is "Any book wanted, by mail, when wanted."

NEW YORK CITY.—The New York Book Co. has changed operating plans and will, during 1922, in addition to its own public, represent several lines in publishing in kindred fields. It is not ready as yet to give these plans publicity.

ROCK ISLAND, ILLINOIS.—The Vaile Co. and Pierre S. Palmer have consolidated their businesses.

SUPERIOR, WIS.—Brommel's Book Shop has opened. Harold R. Johnson, manager.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 15 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Aaron, Charles Dettie

Diseases of the digestive organs; with special reference to their diagnosis and treatment; 3rd ed., thoroughly rev., il. with 164 engravings, 48 roentgenograms and 13 col. plates. 904 p. O [c. '15-'21] Phil., Lea & Febiger \$10 n.

Abbott, Alexander Crever

The principles of bacteriology; a practical manual for students and physicians; 10th ed. thoroughly rev., with 121 il., 31 of which are colored. 17+686 p. front. il. (part col.) col. pls. pors. diagrs. D [c. '92-'21] Phil., Lea & Febiger \$4 n.

Allen, Charles Ricketson

The foreman and his job; a handbook for foremen and for leaders of foremen's conferences; a companion book to The instructor, the man and the job. 9+526 p. diagrs. D [c. '22] Phil., Lippincott \$3.50 n.

A suggestive handbook for the foreman or state executive who is interested in developing his subordinates.

Appleton, Everard Jack

The quiet courage and other songs of the unafraid; 3rd rev. and enlarged edition. 112 p. D [c. '22] Cin., Stewart Kidd Co. \$1.25 n.

Ausonius, Decimus Magnus,

Ausonius; with an English tr. by Hugh G. Evelyn White; in two volumes; [v. 2]. With the Eucharisticus of Paulinus Pellaus. 367 p. S (Loeb classical library) '21 N. Y., Putnam \$2.25 n.

Ayer, N. W., and Son

American newspaper annual for 1922. 1367 p. maps O [c. '22] Phil., N. W. Ayer & Son, 302 Chestnut St. \$15 n.

Anderson, William Hamilton

The "Yonkers plan" for prohibition enforcement; together with a system of local organization which any community can use to develop a sound, active public sentiment for law and order; a text book and working manual for community use. 96 p. nar. O c. '21 Westerville, O., American Issue Pub. Co. pap. 25 c.; 50 c.

Atkeson, Mary Meek

A study of the local literature of the upper Ohio valley; with special reference to the early pioneer and Indian tales; 1820-1840. 62 p. (1½ p. bibl.) O (Bull. v. 26, no. 3; Contributions in English no. 2) '21 Columbus, O., The Ohio State University pap.

Balfe, K. I.

The maiden's prayer [verse]. 6 p. T [c. '21] Bost., Four Seas pap. apply

Bedford, Edgar Alden

General science; a book of projects. 23+387 p. front. il. maps diagrs. D [c. '21] Bost., Allyn & Bacon, 50 Beacon St. \$1.40 n.

Beman, Lamar Taney, comp.

Selected articles on current problems in taxation. 8+350 p. (4 p. bibl.) D (The handbook ser.) '21 N. Y., H. W. Wilson Co. \$2.25 n.

Selected articles on the study of Latin and Greek. 51+237 p. (22¼ p. bibl.) D (The handbook ser.) '21 N. Y., H. W. Wilson Co. \$1.80 n.

Bray, William Crowell, and Latimer, Wendell Mitchell

A laboratory manual of general chemistry for use in colleges. 72 p. il. O c. '21 Berkeley, Cal., Lederer, Street & Zeus Co. 50 c. n.

Brooklyn daily eagle almanac, 1922. 560 p. O c. '22 Brooklyn, N. Y., Brooklyn Daily Eagle \$1.50

Browning, Robert

Selections from Browning's poems; ed. by J. Charles Hazzard. 21+93 p. front. (por.) D (Academy classics) [c. '21] Bost., Allyn & Bacon 50 c. n.

Brumley, Oscar Victor

A text-book of the diseases of the small domestic animals. 24+672 p. D c. '21 Phil., Lea & Febiger \$4.75 n.

Byers, Andrew L., comp.

Countries and customs. 95 p. il. O (Boys and girls ser. 9) [c. '21] Anderson, Ind., Gospel Trumpet Co. 75 c.

Bradbury, Harry Bower

Topical index digest of the New York Civil practice act and rules of civil practice; with amendments to October 1, 1921; containing also much explanatory matter and many comparisons with the Code of civil procedure and the old General rules of practice showing wherein the new practice differs from the old. 236 p. O [c. '21] N. Y., Marion L. Shaw, 141 B'way pap. apply

Bradley, Walter W.

California mineral production for 1920; with county maps. 217 p. front. tabs. (part fold.) maps (part fold.) O (Bull. no. 90) '21 San Francisco, Cal., California State Mining Bureau, Ferry Bldg. pap.

Callimachus and Lycophron

Callimachus and Lycophron; with an English tr. by A. W. Mair; Aratus; with an English tr. by G. R. Mair; [with bibliographies.] 643 p. fold. star maps S (Loeb classical library) '21 N. Y., Putnam \$2.25 n.

Campbell, Kenneth

John Masterson; or, Passion and the priest; a metrical narrative. 40 p. front. (por.) S [c. '21] San Diego, Cal., Campbell Press, 807-8th St. 75 c.

Cassidy, Massillon Alexander

Golden deeds in character education. 15+91 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill 65 c. n.

Churchward, Albert

Origin and evolution of the human race. 15+511 p. front. pls. pors. diagrs. plans O '22 N. Y., Macmillan \$12.50 n.

The author points out that man originated in Africa, and contends that the progress and evolution of the human race can still be studied from the lowest type of original man as he advanced up the scale.

Clark, Harriet Elizabeth Abbott [Mrs. Francis E. Clark]

Bible autobiographies and other Bible stories; with preface by Rev. Francis E. Clark. 185 p. S [c. '21] Bost., United Society of Christian Endeavor \$1

Clunie, James

First principles of working class education. 202 p. il. O '20 Detroit, Mich., Marxian Educational Society, 5941 Jos. Campau Ave. \$2

Conwell, Russell Herman

Why Lincoln laughed. 9+147 p. front. (por.) D c. N. Y., Harper \$1.50 n.

Partial contents: When Lincoln was laughed at; Lincoln reads Artemus Ward aloud; What made him laugh; Why Lincoln loved laughter; Lincoln and John Brown.

Cooper, Courtney Ryley

The white desert; with front. by Anon Otto Fischer. 301 p. D c. Bost., Little, Brown \$1.75 n.

A story of a man, almost beaten by circumstance, who goes to Colorado, atop the Continental Divide, to work out his salvation.

Cooper, Henry St. John

The garden of memories. 310 p. D [c. '21] N. Y., Doran \$1.75 n.

A light romance of an old garden and the strange influence a love affair of long ago may have upon the present.

Cooper, Lane

Methods and aims in the study of literature. 224 p. O '21 N. Y., Harcourt, Brace \$2 n.

Cox, Robert Lynn

National health in the life insurance mirror; [an address delivered at the 15th annual meeting of the Association of life insurance presidents in New York city on December 8, 1921.] 12 p. tabs. O '21 N. Y. [Author] Metropolitan Life Insurance Co.

Crothers, Mrs. Elizabeth Mills

The ascent and other poems; foreword by David Starr Jordan. 51 p. front. (por.) O '21 San Francisco, Cal., Sunset Press \$2

Crannell, Philip Wendell, D.D.

Crannell's vest pocket lessons for 1922; international improved uniform series; 5th annual volume; ed. by W. Edward Rafferty. 205 p. nar. T [c. '21] Phil., Judson Press apply

Cummings, Mrs. Maria Sacramenta Lopez de

Claudio and Anita; a historical romance of San Gabriel's early mission days. 13+142 p. front. pls. por. O '21 Los Angeles, Cal., J. F. Rowny Press, Byrne Bldg. pap. \$1.25; \$2

David, Donald Kirk

Retail store management problems. 29+1050 p. (5½ p. bibl.) tabs. forms (part fold.) diagrs. O [c. '22] Chic., A. W. Shaw Co. \$6.75 n.

Chapters on accounting, statistical, organization, merchandise, selling, stock, buying and general administrative problems.

De La Mare, Walter John

Memoirs of a midget. 436 p. O '21 c. '22 N. Y., Knopf \$3 n.

"A novel in the form of the curious mental and physical aspects of the life of a diminutive person known as Miss M. Purporting to be drawn from a manuscript in the author's possession."

Denison, E. E.

The play of auction hands; 100 hands il. and analyzed, the first 72 hands explaining the play of declarant, and the balance of 28, the play of opponents of declarant, besides a discussion of certain features of auction, bidding and conventions. 284 p. il. D [c. '22] Bost., Lothrop, Lee & Shepard, 93 Federal St. \$2 n.

Destiny (The) of America; with an appendix

[What of Japan]; by The Roadbuilder. 16+269 p. tabs. map D [c. '21] Bost., A. A. Beauchamp, 603 Boylston St. apply

Domino, pseud.

The masques of Ottawa. 283 p. O '21 N. Y., Macmillan \$2.50 n.

Critical studies of prominent men in public life in Ottawa, Canada.

Duran, Leo

Raw silk; a practical hand-book for the buyer; a study of raw silk production and filatures in European and Asiatic countries; the conditions of business on all the great markets of the world; a complete description of the management of an Italian filature; how to establish agencies and inspect raw silk in China and Japan; classification of European and Asiatic silks, and comparative prices; list of leading houses in the world dealing in raw silk, and other features; 2nd rev. ed. 216 p. front. (fold. diagr.) D '21 N. Y., Silk Pub. Co., 1123 B'way \$3 n.

Dake, Charles Laurence

The problem of the St. Peter sandstone; submitted in partial fulfillment of the requirements for the degree of Doctor of philosophy, in the Faculty of Pure science, Columbia university. 228 p. (½ p. bibl.) fold. plan. fold. map pls. tabs. charts (Bull. August, 1921; v. 6, no. 1) '21 Rolla, Mo., School of Mines and Metallurgy, Univ. of Missouri pap.

Drum, Clinton P.

The dollar doctor; diagnosis and treatment of common ailments; arranged in alphabetical order. 67 p. O [c. '21] Los Angeles, Cal., Giles Pub. Co. \$1

Ellis, Carleton, and MacLeod, Anna Louise
Vital factors of foods; vitamins and nutrition. 500 p. il. O c. '21 N. Y., Van Nostrand \$5 n.

Erskine, John

The moral obligation to be intelligent, and other essays; new and enl. edition. 9+193 p. D '21 N. Y., Duffield \$1.50 n.

Esarey, Logan

History of Indiana. 12+362 p. il. pls. maps facsms. D [c. '22] N. Y., Harcourt, Brace \$2 n.

Evarts, Hal George

The settling of the sage; with il. by Douglas Duer. 300 p. front. pls. O c. N. Y., Little, Brown \$1.75 n.

A story of a virile young ranchman's fight for the rights of the honest stock raisers and for the interests of the girl he loved.

Feather, William

As we were saying. 144 p. D c. '21 Cleveland, O., William Feather Co., Caxton Bldg. \$1.50

Inspirational essays, among which are The great men; Our best work is easiest; Bet on yourself; What is advertising; Noise is wasteful; Pipe-smoking; I want to live now; Our obligation to critics; Ignorance is criminal.

Fletcher, William L.

How to get the job you want. 10+449 p. (91 p. bibl.) facsms. D c. Bost., Houghton Mifflin \$3 n.

Partial contents: Analyzing your problem; Studying the market; Fundamentals of salesmanship; How to approach a prospect; How to answer a "want" advertisement; How to run a "want" advertisement; Direct mail campaigns; How to dominate the interview; Tips for the recent graduate; The problem of the man over forty-five.

Foster, Robert Frederick

Foster on auction; a complete exposition of the latest developments of modern auction; including the most recent variations: Contract bridge, Stop-gap and Dummy-up; with the full code of the official laws and 137 deals from actual play; few rules—many examples; [9th ed.] 9+410 p. D [c. '18-'22] N. Y., Dutton \$2 n.

Fox, David

Ethel opens the door; an exploit of The Shadowers, inc. 337 p. D c. N. Y., Robert M. McBride & Co., 7 W. 16th St. \$1.90 n.

The story of the exploits of a band of reformed criminals in uncovering a cleverly concealed mystery.

Freeman, John

Music; lyrical and narrative poems; [with a por. of the author from an unpublished drawing by William Rothenstein.] 7+189 p. D '22 N. Y., Harcourt, Brace \$2 n.

A collection of all the author's poems written since the publication of his "Poems Old and New."

Gartner, Karl Knox

Commentaries on the Interstate commerce act; important: the appendix contains The act to regulate commerce and the Interstate commerce act in parallel columns, section by section. 173 p. O c. '21 N. Y., The Traffic Pub. Co., 150 Lafayette St. buck. \$3 n.

Gates, Eleanor [Mrs. Frederick Ferdinand Moore]

The rich little poor boy. 8+419 p. front. D c. N. Y., Appleton \$2 n.

The story of a child of the slums who found happiness and contentment thru the magic of his own mind.

Glass, Edward L. N., comp.

The history of the Tenth cavalry, 1866-1921 [colored]. 141 p. col. front. il. O '21 Tucson, Ariz., Acme Pr. Co. \$2.50 n.

Goldberg, Isaac, tr.

Plays of the Italian theatre; one act contemporary drama by Verga, Pirandello, Morcelli and Lopez. 202 p. O c. '21 Bost., J. W. Luce bds. \$2 n.

Gourmont, Remy de

The book of masks. 265 p. O c. '21 Bost., John W. Luce & Co., 212 Summer St. bds. \$2 n.

Hamlin, Mary P.

The rock; a play in three acts showing the character development of Simon Peter. 37 p. O [c. '21] Bost., The Pilgrim Press, 14 Beacon St. pap. 35 c.

Hartrick, Archibald Standish

Drawing, from drawing as an educational force to drawing as an expression of the emotions; with a foreword by George Clausen; [ed. by F. Morley Fletcher.] 13+102 p. pls. (part col.) pors. D '21 N. Y., Pitman \$3.50 n.

Head, Mrs. R. E.

The lace and embroidery collector; a guide to collectors of old lace and embroidery. 252 p. front. pls. D '22 N. Y., Dodd, Mead \$2.50 n.

Intended primarily for the collector of old lace and embroidery whose means are small, with samples selected accordingly.

Edgar, John H., D.D., ed.

Intraits for the seasons of the Christian year to be said or sung as the priest takes his place at the altar for the celebration of the Holy Communion; selected by the compilers of Hymns ancient and modern from the Sarum missal. 18 p. T [n. d.] Milwaukee, Wis., Morehouse Pub. Co., 1801 Fond du Lac Ave. pap. 8c.

Emmerson, Louis L., ed.

Blue book of the state of Illinois; 1921-1922. 11+935 p. col. front. pls. pors. O [21] Springfield, Ill., Secretary of State apply

Feipel, Louis Nicholas

Our rich but neglected old naval historical literature; [reprinted from the United States Naval Institute proceedings, v. 48, no. 1, whole no. 227.] vari-

ous paging O '22 Brooklyn, N. Y. [Author], 26 Brevoort Place pap.

International Conciliation

Peace through conferences; 1, Text of an address delivered by Mr. Lloyd George at Central hall, Westminster, London, on Jan. 21, 1922; 2, Text of the resolution of the Supreme council calling the Genoa conference. 47 p. D (No. 171) '22 N. Y., American Assn. for International Conciliation, 407 W. 117th St. pap.

1, Treaty of peace between the United States and Germany; 2, Treaty of peace between the United States and Austria; 3, Treaty of peace between the United States and Hungary. 20 p. D (No. 170) '22 N. Y., American Assn. for International Conciliation pap.

Hildebrand, Arthur Sturges

The parlor begat Amos. 323 p. D [c. '22] N. Y., Harcourt, Brace \$1.90 n.

A study of the influence of a conventional and timid middle class American family on a sensitive boy whose whole life is stunted by what the atmosphere of the front parlor of his home signifies.

Hirschbein, Perez

The haunted inn; a play in four acts; tr. from the Yiddish by Isaac Goldberg; [sometimes played under title The idle inn.] 163 p. O c. '21 Bost., J. W. Luce bds. \$2 n.

Huse, Sibyl Marvin

Twelve baskets full. 18+650 p. front. (por.) diagr. O c. N. Y., Putnam \$5 n.

Letters to Mary Baker Eddy and Augusta E. Stetson, together with chapters on Christian Science.

Ibbetson, Willie Waite Skirrow

Motor and dynamo control, theory and practice; a book for the motor and switch-board attendant, and all engineers who have the care and control of electrical machines under their supervision. 8+487 p. il. O '21 N. Y., Spon & Chamberlain, 120 Liberty St. \$6.30 n.

Irving, A. S.

Short notes and mnemonics of anatomy. 123 p. S '20 Chic., Chicago Medical Book Co., 435 S. Honore St. pap. 40 c.

Isler, C.

Well-boring for water, brine and oil; a manual of current practice; 3rd ed., rev. and enl. 7+259 p. front. il. O '21 N. Y., Spon & Chamberlain, 120 Liberty St. \$4.80 n.

[Jahn Hugo]

A book of type sheets for advertising layout men, designers, and schools of printing containing alphabets of well-known type-faces, arranged in columns according to their width or "set" in points. 28 p. Q [c. '21] Bost., Wentworth Inst. School of Printing \$2.50

Jaques, E. Parker

Out-door reveries; il. by Francis Lee Jaques. [verse] 130 p. il. D [c. '20] Kansas City, Mo., Burton Pub. Co. \$2.50 n.

Johnsen, Julia E., comp.

Selected articles on the negro problem. 35+370 p. (23 p. bibl.) D (The handbook ser.) '21 N. Y., H. W. Wilson Co. \$2.25 n.

Johnson, Columban A.

Coal, oil, gas and electricity; our natural resources. 107 p. front. (por.) il. tabs. O c. '21 McKeesport, Pa., [Author], 324-5th Ave. \$5

Partial contents: Creation: mineral, vegetable and animal life; The formation of coal, oil, gas and other minerals; Caverns; Glacier periods; Natural gas;

What are waves of electricity?; Health conservation; Trees, plants, foliage and flowers.

Jones, Mary Ethel

A laboratory study of household chemistry. 15+173 p. tabs. D [c. '21] Bost., Allyn & Bacon 80 c. n.

Jowett, John Henry, D.D.

The eagle life and other studies in the Old Testament. 164 p. D [c. '22] N. Y., Doran \$1.50 n.

Partial contents: Visiting the great yesterdays; The school of hungar; Largeness of heart; The divine side of things; The strength of the insignificant; The sound sleep of cowardice.

The friend on the road and other studies in the Gospels. 7+208 p. D [c. '22] N. Y., Doran \$1.50 n.

Partial contents: The challenge of the closed door; How the best things become ours; The buoyancy of faith; The life I should live; Hating the light; The great act of receiving.

Kameneff, Leon

Dictatorship of the proletariat. 16 p. O '21 Detroit, Mich., Marxian Educational Society pap. 10 c.

Kelsey, Leroy Huron

Poems of optimism. 7+198 p. D [c. '20] Kansas City, Mo., Burton Pub. Co. \$2.50 n.

Knapp, Jessie Thomas

Taking forth the precious from the vile; rev. and enl. edition. 220 p. O [c. '20] Menasha, Wis., Banta Pub. Co. \$1.50 n.

Landau-Aldanov, M. A.

Lenin; authorized tr. from the French. 9+241 p. D [c. '22] N. Y., Dutton \$3 n.

Partial contents: The stages of Lenin's career; Lenin's writings from 1894 to 1904; The philosophical ideas of Lenin; The personality of Lenin; Some fundamental ideas of Bolshevism; The Socialism of the near future: Jean Jaures; Theories that are dead and ideas that endure.

Latane, John Holladay

A history of the United States. 8+636+28 p. front. (por.) il. maps (part fold.) D (Allyn and Bacon's ser. of school histories) [c. '21] Bost., Allyn & Bacon \$2 n.

Leigh, James Wentworth, D.D.

Other days; with a preface by Owen Wister. 255 p. front. (por.) pls. pors. O '21 N. Y., Macmillan \$6 n.

The autobiography of the late Dean of Hereford.

Lenin, Nicolai, pseud. [Vladimir Ulyanoff]

Great initiative. 32 p. O '21 Detroit, Mich., Marxian Educational Society pap. 15 c.

Left wing communism. 118 p. O '21 Detroit, Mich., Marxian Educational Society pap. 50 c.

League (A) of Nations

Washington agreement on capital ships; Disarmament on the Great Lakes; Unfortified frontiers, various paging D (v. 4, no. 5) '21 Bost., World Peace Foundation, 40 Mt. Vernon St. pap. 5 c.

Levitas, Arnold

The making of a school paper; [extract from The American Printer.] no paging D '21 Jersey City, N. J., W. A. Hildebrand, 21 Montgomery St. pap. 25 c.

Johnson, Julia E., comp.

Cancellation of the allied war debt. 16 p. (1 p. bibl.) D '22 N. Y., H. W. Wilson Co. pap. apply

Laude, G. A.

The breeding herd and its produce; a brief and concise work on selection, feeding, care and marketing of farm cattle; with special reference to beef breeds. 94 p. il. D c. '21 Iola, Kas., The Laude Pr. Co. 50 c.

Lippincott, William Adams

Poultry production; 3rd ed., thoroly rev., il. with 243 engravings. 8+541 p. il. fold. form diagrs. D '21 Phil., Lea & Febiger \$3 n.

Living (The) church annual; the churchman's year book and American church almanac, 1922; 92nd year of American church almanac; 69th year of Churchman's almanac; 41st year of Living church annual; 1st year of complete consolidation. 576 p. fronts. (pors.) il. tabs. D [c. '22] Milwaukee, Wis., Morehouse Pub. Co. pap. \$1; \$1.25 n.

Lockwood, Francis Cummins, and Thorpe, Clarence De Witt

Public speaking today; a high school manual. 24+264 p. (14 p. bibl.) D [c. '21] Chic., B. H. Sanborn & Co., 623 S. Wabash Ave. \$1.40

Loveland, Seymour

Hero stories from the Old Testament, retold for young people, il. with half-tone reproductions of paintings by famous artists. 10+310 p. front. pls. D [c. '21] Chic., N. Y., Rand, McNally & Co. \$1.50 n.

Lozovsky, A.

Trade unions in Soviet Russia. 92 p. O '20 Detroit, Mich., Marxian Educational Society pap. 50 c.

Lucian, Lucianus Samosatensis

Lucian; with an English tr. by A. M. Harmon in eight volumes; [v.] 3. 491 p. S (Loeb classical library) '21 N. Y., Putnam \$2.25 n.

Partial contents: The dead come to life, or The fisherman; The double indictment, or Trials by jury; The ignorant book-collector; On salaried posts in great houses.

Lutheran (The) world almanac and annual encyclopedia for 1922; comp. and ed. by The statistical and year book committee of the National Lutheran council: Rev. O. M. Norlie [and others]; authorized and published by the National Lutheran council: Rev. Lauritz Larsen, D.D. [and others; introd. by Howard R. Gold.] 384 p. front. tabs. diagr. pors. O c. N. Y., The Lutheran Bureau, 437-5th Ave. \$2

McClung, Mrs. Nellie Letitia Mooney

Purple springs. 335 p. D '22 Bost., Houghton Mifflin \$1.90 n.

The story of a girl who healed her broken heart by going into politics.

MacGrath, Harold

The ragged edge; front. by George W. Gage. 313 p. D [c. '22] Garden City, N. Y., Doubleday, Page \$1.75 n.

A study of character as it is assailed and moulded by the subtle languors of the South Seas, where a man roamed to forget his New England conscience.

MacMahon, Percy Alexander

An introduction to Combinatory analysis. 8+71 p. O '20 N. Y., Macmillan bds. \$2.60 n.

McPherson, William, and Henderson, William Edwards

Laboratory manual, arranged to accompany

the 2nd ed. of A course in general chemistry. 140 p. il. D [c. '21] Bost., Ginn \$1.20 n.

Markward, Frank

Swing dat fiddle bow and other verses; il. by Harry Wood. 9+159 p. il. D [c. '20] Kansas City, Mo., Burton Pub. Co. \$2.50 n.

Marquis, Don, i.e. Donald Robert

Poems and portraits. 10+134 p. D c. Garden City, N. Y., Doubleday, Page bds. \$1.50 n.

Many of these poems appeared in the New York *Evening Sun*.

Material handling cyclopedia; a reference book covering definitions, descriptions, illustrations and methods of use of material handling machines employed in industry; comp. and ed. by Roy V. Wright, John J. Little and Robert C. Augur. 9+846 p. il. tabs. diagrs. Q [c. '21] N. Y., Simmons-Boardman Pub. Co., Woolworth Bldg. buck. \$10; leath. \$15

Menander

Menander; the principal fragments; with an English tr. by Francis G. Allinson. 31+539 p. (5 p. bibl.) front. (por.) S (Loeb classical library) '21 N. Y., Putnam \$2.25 n.

Partial contents: The arbitrants; The girl who gets her hair cut short; The hero; Fragments from sixty seven other identified plays.

Mercer, John Edward, D.D.

Alchemy; its science and romance. 4+245 p. front. pls. pors. D '21 N. Y., Macmillan \$3.50 n.

Partial contents: The art and its appeal; Myth and general history; Arabian alchemy; The philosopher's stone; Life of Bernard of Treves; Difficulties of interpretation; Advance and discoveries; Transition to modern chemistry.

Meredith, Albert B., and Hood, Vivian P.

Geography and history of New Jersey. 8+184 p. front. il. maps O c. '21 Bost., Ginn 84 c. n.

Miller, Warren Hastings

The sportsman's workshop; il. by Barse Miller. 136 p. front. (por.) il. pls. diagrs. S [c. '21] Cin., Stewart Kidd \$1.75 n.

Partial contents: Tent making; Making pack and trail gear; Home-made tent stoves and cook kits; Leather working; Decoy making; Rod repairing and lure making; Making rod and gun cabinets.

Moszkowski, Alexander

Einstein the searcher; his work explained from dialogues with Einstein; tr. by Henry L. Brose. 8+246 p. O [n. d.] N. Y., Dutton \$5 n.

Partial contents: Phenomena in the heavens; Education; An experimental analogy; Einstein's life and personality.

Munson, M. O.

Story of Peter Pan; [verse] no paging col. pls. O (Wearever toy books) [c. '21] Rochester, N. Y., E. M. Leavens Co. pap. 25 c.

Murray, Gilbert, i.e. George Gilbert Aimé

Tradition and progress. 221 p. O '22 Bost., Houghton Mifflin \$3 n.

Partial contents: Religio gramatici: the religion of a "man of letters"; Aristophanes and the war party; Literature and revelation; National ideas, conscious and unconscious; Satanism and the world order.

McEvoy, Thomas Jefferson

South America. 79 p. col. maps O (No. 9, Mc-

Evoy's essentials of geography) c. '20 Brooklyn, N. Y. [Author], 6-3rd Ave. pap. 25 c.

Muse, Will D.

The hills o' hope [verse] 62 p. O [c. '20] Kansas City, Mo., Burton Pub. Co. \$2 n.

Neal, Robert Wilson

Editorials and editorial writing; with an introd. by Henry J. Haskell. 394 p. O '21 Springfield, Mass., Home Correspondence School, Inc., 17 Worthington St. \$3

Nicolson, Harold

Sweet waters; a novel. 278 p. D '22 Bost., Houghton Mifflin \$1.75 n.

A story of the romance, adventure and intrigue of the Near East, with the plot laid in Constantinople.

Official (The) maps of New England; compiled from United States government surveys, official state surveys, and original sources; L. V. Crocker, topographer. 96 p. col. maps O [c. '21] Chester, Vt., The National Survey Co. pap. \$1.95; \$2.95

Official (The) maps of New York; compiled from United States government surveys; official state surveys, and original sources; L. V. Crocker, topographer. 80 p. col. maps O [c. '21] Chester, Vt., The National Survey Co. pap. \$1.95; \$2.95

Show all roads, state highways, railroads, trolley lines, town and county boundaries, every railroad station, steamship routes, postoffices, telegraph and express offices. All towns are indexed with hotel directory and 1920 population; a special key shows the banded pole routes, each in actual color which distinguishes that route.

Owen, John

The cotton broker. 308 p. D [n. d.] N. Y., Doran \$2 n.

The story of a man who thru sheer force of personality, rose steadily from an ugly little office boy to the foremost man in the English cotton market.

Parsons, Eugene

The history of Colorado, [with Civil government of Colorado by Dorus R. Hatch]. 81 p. (3 p. bibl.) D c. '21 Denver, Col., Herrick Book & Stationery Co., 934-15th St. \$1.60

Passano, Leonard Magruder

Calculus and graphs; simplified for a first brief course. 8+167 p. D c. '21 N. Y., Macmillan \$1.75 n.

The author is associate professor of mathematics, Massachusetts Institute of Technology.

Potter, Beatrix

The tale of Peter Rabbit. no paging col. pls. O (Wearever toy books) c. '21 Rochester, N. Y., E. M. Leavens Co., Inc., 17 Elm St. pap. 25 c.

Outline for the teaching of nutrition in elementary grades. 83 p. (2 p. bibl.) O [c. '21]. Detroit, Mich., The Merrill-Palmer school

Pittsburgh. Carnegie Library

Books by Catholic authors in the Carnegie library of Pittsburgh; a classified and annotated list; 2nd ed. 325 p. O '21 Pittsburgh, Pa., Carnegie Library of Pittsburgh pap. apply

Ravenel, Maryck Porcher, ed.

A half century of public health; jubilee historical volume of the American public health association; in commemoration of the 50th anniversary celebration of its foundation, New York city, November 14-18,

Pryde, Anthony

An ordeal of honor. 338 p. D '22 N. Y., McBride \$2 n.

The story of a man accused of a crime in which he had no part, of misfortune heroically borne, and of a love which endures in spite of doubt and even degradation.

Quick, Herbert, i. e., John Herbert

Vandemark's folly; with il. by N. C. Wyeth. 420 p. front. pls. D [c. '22] Indianapolis, Ind., Bobbs-Merrill \$2 n.

A novel of the Middle-Western pioneers.

Reinsch, Paul Samuel

Secret diplomacy; how far can it be eliminated? 231 p. (1½ p. bibl.) D [c. '22] N. Y., Harcourt, Brace \$2 n.

Partial contents: Eighteenth century diplomacy; Old diplomatic correspondence; Napoleon III, Disraeli, Bismark; Entente diplomacy; The crisis of 1914; Parliament and foreign affairs; Recent American experiences.

Roche, Austin J.

Care and use of firearms by policemen. 51 p. pls. diagrs. il. pls. (part fold.) nar. S Buffalo, N. Y., Holting Press, 498 Washington St. pap. \$1 n.

Partial contents: The contempt of the yeggmen; The policeman a target; Antiquated revolvers; Protection while shooting; In searching prisoners; How to shoot; What to do with a pistol shot wound; Hints for policemen at the scene of a murder or a serious assault; Guard fingerprints; Ante-mortem statement.

Rohmer, Sax, pseud. [Arthur Sarsfield Ward]

Fire-tongue; front. by J. C. Coll. 6+ 304 p. D c. Garden City, N. Y., Doubleday, Page & Co. \$1.75 n.

The story of the sinister influence and baffling mystery of a malign oriental cult that stretches its tentacles into Europe and beyond.

Rothenstein, William

Contemporary portraits; [sketches of twenty-four men.] 50 p. il. O '21 N. Y., Harcourt, Brace \$7.50 n.

Rubinstein, Harold F., and Bax, Clifford

Shakespeare; a play in five episodes; with a preface by A. W. Pollard. 115 p. D '21 Bost., Houghton Mifflin bds. \$1.50 n.

A play in which Shakespeare is "represented not as the darling alike of Nature and Fortune but as a credible man."

Sargent, Charles Sprague

Manual of the trees of North America; new enl. ed. 910 p. il. O [c. '05-'22] Bost., Houghton Mifflin \$12.50 n.

1921. 11+461 p. front. (por.) tabs. O [c. '21] N. Y., American Public Health Assn., 370-7th Ave. pap. apply.

Salmon, E. H.

Columns; a treatise on the strength and design of compression members; from a thesis approved for the degree of Doctor of science [engineering] in the University of London, 1921. 16+280 p. il. O (Oxford technical pub.) '21 N. Y., Oxford Univ. Press \$11

Service Engineering Company

Reed service manual of starting—lighting—ignition; [loose-leaf]. no paging diagrs. Q '21 San Francisco, Cal., Service Engineering Co. \$25 n.

Seward, Josiah Lafayette, D.D.

A history of the town of Sullivan, New Hampshire, 1777-1917; 2 v.; [with genealogies and family histories of all who lived in Sullivan since the settlement of the town.] 1620 p. il. pls. map O c. '21 Keene, N. H., The Estate of Rev. J. L. Seward; J. Fred Whitcomb, Executor \$16

Sinclair, May

Life and death of Harriett Freen. 133 p. D c. N. Y., Macmillan \$1.25 n.

A study of a sensitive woman's reactions to life.

Sorley, William Ritchie

Moral values and the idea of God; the Gifford lectures delivered in the University of Aberdeen in 1914 and 1915; 2nd ed. 19+527 p. O '21 N. Y., Macmillan \$7.50 n.

Strauss, Joseph Baerman

By-products of idle hours; [verse]. 7+42 p. D [c. '21] Chic., [Author], 225 N. Michigan Ave. ooze priv. pr.

Street, Julian Leonard

After thirty. 273 p. D (Popular copyrights) [c. '19] N. Y., The National Book Co. 75 c.

Terhune, Anice Morris Stockton [Mrs. Albert Payson Terhune]

The eyes of the village; front. by John Elison Brown. 315 p. D [c. '22] N. Y., The Macaulay Co., 15 W. 38th St. \$1.75 n.

The story of a young clergyman and the two young women whom destiny threw into his life.

Thompson, E. J.

Rabindranath Tagore; his life and work. 14+112 p. front. O (The heritage of India ser.) '21 N. Y., Oxford Univ. Press \$1.15

Thomson, Sir Joseph John

Rays of positive electricity and their application to chemical analyses; 2nd ed. 10+234 p. diagrs., pls. O (Monographs on physics) '21 N. Y., Longmans, Green \$5.25 n.

Thompson, John

The clinical study and treatment of sick children; 3rd ed. 677 p. il. O '21 Chic., Chicago Medical Book Co. \$10 n.

Thucydides

Thucydides; with an English tr. by Charles Forster Smith; in four volumes; [v.] 3; History of the Peloponnesian war, bks. V and VI]. 375 p. front. (por.) col. maps (part fold.) S (Loeb classical library) '21 N. Y., Putnam \$2.25 n.

Waller, Edith

English for Italians; Lezioni d'inglese per gl'Italiani. 27+297 p. D [c. '21] N. Y., Brentano's \$1.25 n.

Wells, Carolyn [Mrs. Hadwin Houghton]

The mystery girl. 349 p. D c. Phil., Lipincott \$2 n.

A murder mystery story in which Fleming Stone is called in to solve the riddle of a college president's death.

Winship, George P., and others

The papers of the Bibliographical society of America; v. 14, pt. 1, 1920. 44 p. O [c. '22] Chic., Univ. of Chicago Press bds. apply

Zangwill, Israel

Merely Mary Ann; comedy in four acts adapted by Israel Zangwill from his story of the same name. 80 p. diagrs. O [c. '21] N. Y., S. French pap. 75 c.

Spalding, William Andrew

Snatches of song, with verses of lighter and more sober moods; souvenir ed. 215 p. front. (por.) D [c. '21] Los Angeles, Cal., [Author], 134 N. Gates Ave. \$2.50 n.

Stock, Harry Thomas

Enduring elements of the Pilgrim spirit. 9 p. O (The Register, v. 11; no. 6) '21 Chic., The Chicago Theological Seminary, 5757 University Ave. pap

Story (The) of the Sacco-Vanzetti case; including an analysis of the trial. 47 p. front. (por.) il. diagrs. pls. O ['21] Bost., Sacco-Vanzetti Defense Committee, P. O. Box 37, Hanover St. Station pap. 10 c.

Stratton, Wade

1922 minstrel first-part; a complete routine for the circle. 29 p. D [c. '22] Chic., T. S. Denison & Co. pap. apply.

When cork is king; new crossfire conversations, end gags and retorts for male and mixed minstrels; monologues, skits, and stump speeches. 116 p. D [c. '21] Chic., T. S. Denison & Co. pap. 35 c.

Syracuse University

The class of 1904 of Syracuse university; a history; [foreword by Arthur L. Evans, class historian.] 174 p. front. pl. por. O '21 Bost., Tudor Press, Inc. priv. pr.

Very, Frank Washington

The intrinsic harmony of science and religion;

[English version from *Revue de l'ère nouvelle*, no. 3, July-Sept., 1921; pages 217-232.] 16 p. D [n. d.] N. Y., The Church for Service, 113 E. 24th St. pap.

Weller, Earle Vonard

California motorlogues; suggestions for one-day and week-end motor trips on the highways and byways of California; maps and layouts by V. Nahl; cover design by Jack Lustig; photographs by [the author], art work by "The Examiner" staff, under the supervision of E. Dunand; [reprinted from the Automobile section of the San Francisco Examiner. 7+50 p. il. maps O c. '21 San Francisco, Cal., San Francisco Examiner \$1

Winship, George Parker, and others

The papers of the Bibliographical society of America; v. 14, pt. 1, 1920. 44 p. O [c. '22] Chic., The University of Chicago Press pap.

Wittke, Carl

The history of English parliamentary privilege. 212 p. (3 p. bibl.) O (Bull. v. 26, no. 2; Contributions in hist. and political science no. 6) '21 Columbus, O., Ohio State University pap. apply

Zander, Charles

Phaedrus solutus vel Phaedri fabulae novae XXX; quas fabulas prosarias Phaedro vindicavit, recensuit, metrumque, restituit Carolus Zander. [A philological monograph on the fables of Phaedrus entirely in Latin.] 92+72 p. O (Acta societatis humaniorum litterarum Lundensis, 5) O N. Y., Oxford Univ. Press \$4.75 n.

Rare Books, Autographs and Prints

Auction Calendar

Monday afternoon and evening, at 2:30 and 8:15, and Tuesday, Wednesday, Thursday afternoons, at 2:30, February 20th to 23rd. The extensive library of the late Dr. R. B. Coutant of Tarrytown, N. Y. Americana including a large collection of works relating to André and Benedict Arnold, Johnsoniana, Shakespeariana and general literature. (Items 1658.) The Anderson Galleries, 489 Park Avenue, New York City.

Wednesday, February 22nd. Memorabilia of George Washington, comprising books, manuscripts, etc. The American Art Association, 6 East 23rd Street, New York City.

Tuesday and Wednesday afternoons, February 28th, March 1st, at 2:30 o'clock. A collection of unusual Americana formerly in the library of the late Charles Eliot Norton with additions. (Items 709.) The Anderson Galleries, 489 Park Avenue, New York City.

Catalogs Received

Americana, first editions, old books, criminology, folklore, mythology and kindred subjects. (No. 4; Items 1140.) William H. Robinson, 4 Nelson Street, Newcastle-upon-Tyne, England.

Association books, presentation copies, original manuscripts, etc. (Items 569.) Harry J. Salzberg, 105 West 40th St., New York City.

A collection of rare tracts and pamphlets, black letter acts, manuscripts and autograph letters. (No. 96; Items 658.) G. H. Last, 25, The Broadway, Bromley, Kent, England.

An interesting collection of second-hand books, comprising Americana, voyages and travels, general literature, including a selection of books relating to sports and pastimes. (No. 97; Items 1338.) G. H. Last, 25, The Broadway, Bromley, Kent, England.

Books on many subjects. (No. 424; Items 1863.) Francis Edwards, 83 High Street, Marylebone, London, W. 1, England.

Books relating to Napoleon and his times. (Items 174.) E. P. Boyer, Bourse Bldg., Philadelphia, Pa.

Books and engravings relating to the County of Surrey. (No. 425; Items 228.) Francis Edwards, 83, High Street, Marylebone, London, W. 1, England.

Books on the West India Islands. (No. 423; Items 113.) Francis Edwards, 83, High Street, Marylebone, London, W. 1, England.

Manuscripts, Association books, etc. (No. 1; Items 324.) John Jeffery, 35 High Street, Barnes, London, S. W. 13, England.

Miscellaneous books. (No. 23; Items 872.) Herbert E. Gorfin, 1 Walerand Road, Lewisham, London, S. E. 13, England.

200 seltene und wertvolle Bücher. (No. 4; Items 200.) Wolf Mueller, Hauptstrasse 142, Berlin-Schöneberg, Germany.

Oriental books. (Vol. 32.) Luzac & Company, 46 Great Russell St., W. C. 1, London, England.

Rare and miscellaneous books. (No. 2; Items 451.) George Kirk, 1894 Charles Road, Cleveland, O.

Rare session laws, trials, law textbooks, reports and legal miscellany. (No. 10.) Shepard Book Co., 408 South State St., Salt Lake City, Utah.

Second-hand book bargains, mostly theological. (No. 113.) The Westminster Press, 125 North Wabash Avenue, Chicago, Ill.

Theological literature and items of a more general character. (No. 564; Items 1574.) Charles Higham & Son, 13 Charterhouse Street, London, E. C. 1, England.

A collection of unpublished manuscripts of Jane Austen will be issued during the spring. They include two novels and a short history of England said to have been written before she was twenty years of age.

It has been a long time since there has been an exhibition at the New York Public Library that has attracted so much attention as the Roosevelt Memorial Exhibition is now doing. The exhibit, which begins at the right of the entrance, attempts to do two things. Commencing with Colonel Roosevelt's ancestors and tracing life thru boyhood, college days, and western experiences, it attempts to show his development as a citizen, giving his best efforts to civic, state and national affairs. This is shown in a series of cases arranged chronologically on the north and part of the south side of the large exhibition room. The remaining cases are planned to show Colonel Roosevelt as a writer of books, a naturalist and a home lover, and to illustrate the literature which has grown up around his name. The upright standards contain additional portraits, cartoons, and other pictures illustrating the adjoining cases. The books, manuscripts and illustrative material come from two great Roosevelt collections: that of the New York Public Library and of the Roosevelt Memorial Association. A number of items have been loaned by Mrs. Roosevelt, members of the Roosevelt family, and others.

The Dickens Collection of books, manuscripts, letters and relics formed by the late Dr. R. T. Jupp of London sold at the Anderson Galleries February 1 and 2 was extraordinarily successful, the 491 lots bringing \$32,508.75. Private collectors played an important part buying the larger portion of the rarer items, and, in many cases, paying record prices for them. Some of the more important lots and the prices which they brought were the following: Grip the Raven, the original of Grip in "Barnaby Rudge" stuffed and mounted in a glass case, \$310; Frith's oil painting of Dolly Varden, in a gilt frame, \$525; Dickens's memorandum book containing suggestions for plots, names, etc., used in his novels, \$1,800; the first issue of the first edition of "The Christmas Carol," 1843, \$105; the excessively rare trial issue of the same book, 1844, \$300; "David Copperfield," in parts, 1850, \$255; "Dombey and Son," in parts, 1848, \$145; Forster's "Life of Dickens," 3 vols. extended to 7, extra-illustrated with about 250 autograph letters and portraits together with more than 250 views etc., bound in levant, London, 1872-74, \$1,000; the *Gad's Hill Gazette*, nine numbers, two supplements and four letters \$425; "Great Expectations," 3 vols., original plum-colored cloth, London, 1861, \$455; A. L. S. of Dickens asking Macready permission to dedicate "Nicholas Nickleby" to him, Sept. 21, 1839, \$480; "Oliver Twist," in parts,

London, 1845-46, \$380; "Pickwick Papers," in parts, 1836-37, first issue with the rare points, \$3,500; autograph manuscript of Dickens relating to his creation of the character of Pickwick, \$2,200; "Sketches by Boz," in original parts, London, 1837-39, the scarcest of Dickens's publications in parts, \$975; the autograph letter containing the famous tribute of Stevenson to Dickens after reading "The Christmas Carol," \$1150; "The Tale of Two Cities," in parts, 1859, \$475; and an ivory box, Dickens' wedding present to his bride, Catherine Hogarth, \$800. Many of the most important lots were personally bought by William R. Hearst who attended the sale, did his own bidding and seemed to enjoy the sport greatly.

The American Bookplate Society is now holding its seventh annual exhibition of contemporary bookplates at the National Arts Club, 15 Gramercy Park, and is open to the public each week day between the hours of ten to six and Sundays from two to six and will be on exhibit until February 26. After that time the show will be exhibited at various libraries and art museums thruout the United States.

A collection of unpublished letters of Lord Byron which passed into the hands of Lady Dorchester on the death of her father are now at last to see the light. The volume will be issued by Murray who is editing the two volumes himself and to whom the papers were left by Lady Dorchester's will.

Charles F. Heartman, of Perth Amboy, N. J., has just issued a bibliographical work entitled "The Cradle of the United States, 1765-1789," in a handsome royal octavo volume limited to 100 copies, 10 on Japan paper. This work describes 500 broadsides, pamphlets and books pertaining to the Stamp Act, the Boston Massacre, the causes resulting in conflict with the mother country, the War of Independence, and the adoption of the Federal Constitution, alphabetically arranged with index to items, issued anonymously but listed under the author's name. The titles are fully given with reference numbers of Sabin, Evans and other bibliographers. Nearly all titles have notes and they contain much valuable information. Mr. Heartman remarks "that it is a curious fact that nobody has ever on a large scale attempted to collect the contemporary material relating to the most critical period of the history of the United States." Perhaps this might not have been the case if there had been better bibliographical information easier to get at. Frequently just such handbooks as this open the eyes of collectors to fields that otherwise might remain neglected.

F. M. H.

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

William Abbott, Tarrytown, N. Y.

Old magazines with Lincoln items, send for list.

Adair's Bookstore, 1715 Champa, Denver, Colo.
 Pure Sociology, Ward.
 Loyd, Eve Puzzles.

Wm. H. Allen, 3417 Walnut St., Philadelphia, Pa.
 Currier, Books on Newbury, Mass.

American Baptist Publication Society, 16 Ashburton Place, Boston, Mass.

Set Encyclopedia Britannica.
 Set Hasting's Bible Dictionary.
 Set International Encyclopedia.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Farrington's French Secondary Schools.
 Mark, Unfolding of Personality.
 Francis G. Peabody's Sundays in the Harvard College Chapel, four volume edition.
 Psychology for Teachers, Morgan.
 Bow in the Cloud, McDuff.
 Cabinet Government in England, Blauvelt.
 Religious Encyclopedia, Brown.
 Dury, History of Modern Times.
 Complete set The Pulpit Commentary.
 Complete set Biblical Illustrator.
 Complete set Hasting's Great Text of the Bible.
 Complete set Parker's Peoples Bible.

The American News Company, Inc., 9 Park Pl., New York, N. Y.

Moby Dick, first edition.
 Typee, first edition.
 Omoo, first edition.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
 Putnam edition of Poe.
 Reed's Modern Eloquence.
 Cambridge Modern History, 14 volumes, Macmillan.

Augustana College Library, Rock Island, Ill.

Sturgis, R., The Appreciation of Pictures.
 Baring, C., Christ's Death and Propitiatory Sacrifice.
 Cave, The Inspiration of the Old Testament.
 Davis, E. W. & Brenke, The Calculus, ed. by Hedrick.
 Deissmann, D. A., Light from the Ancient East.
 Farrar, Message of the Books, Paul's Epistles.
 Jevons, W. S., Theory of Political Economy.

Augustana College Library—Continued

Lee, The Inspiration of the Scriptures.
 McEwen, Grace and Truth, Types and Figures.
 Walker, W. L., Christ, the Creative Ideal.
 Pierson, The Inspired Word.
 Ramsay, Sir W. M., First Christian Century.
 Riley, W. B., Old Testament Types.
 Trumbull, H. C., Blood Covenant.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N.Y.
 The Modern Formulary, Cummings, pub. by Physicians Drug News Co., 250 High St., Newark, N.J.

The Banks Law Publishing Co., 23 Park Place, New York N. Y.

Decisions of the Commissioner of Patents, 1914.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
 Dickinson, G. L., Justice and Liberty, Doubleday.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.
 Shepperson Cotton, Samper's Code.
 Western Union, Lieber's, 5-letter Codes.
 Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York
 Interntl. Encyclopedia, latest edition, cloth.

T. I. Biddle, Ann Arbor, Mich. [Cash]
 Davis, Applied Anatomy.
 Emerson, Clinical Diagnosis.
 Anspach's Gynecology.
 Shear's Obstetrics.
 Woodward's Text Quasi-Contracts.

Birmingham Public Library, Birmingham, Ala.

Wheeler, Historical Sketches of North Carolina, 1851.
 Library Journal, Sept. 1919.
 Quarterly Journal of Public speaking, vol. 1, No. 1.
 Quarterly Journal of Speech Education, vol. 5, No. 3.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Gustavus Adolphus, 2 vols.

Bobbs-Merrill Co., Indianapolis, Ind.

The Challenge, Warren Cheney.

The Bookfellows, 4917 Blackstone Ave., Chicago, Ill.
 Stead, W. T., After Death.
 Heindel, Max, The Rosicrucian Cosmo-Conception.
 Lippmann, Walter, Preface to Politics.

BOOKS WANTED—Continued

The Book Shelf, 112 Garfield Place West, Cincinnati, O.

Stevenson, Home Book of Verse.
 Norton, Roy, Sea Fox.
 Barber, Nursery History of England, 2 copies.
 Smith, H. P., Construction of the Violin.
 Baurillart, Catholic Church, the Renaissance and Protestantism.
 Mar, Countess de la, Anne de Brellagne.
 Woodcraft for Women.
 Lady John Russell's Letters.
 Allen, E. A. & J. R., Bible Companion.
 Book of Greenvills.
 Will O' the Mill, 2 copies.
 Under the Surface: A Compilation.
 Romance of a Mummy.
 Voltaire, Dictionaire or Handbook.
 Shakespeare, edited by Furness.

The Book Shop of the Glass Block Store, Duluth, Minn.

Cyclopedia Britannica, cloth, thin paper.
 Cyclopedia Britannica, leather, thin paper.
 Second-hand books, good condition.

Brandt & Kirkpatrick, 101 Park Avve., cor. 40th St., New York

Anstey, F., The Brass Bottle.

Brentano's, 5th Ave. & 27th St., New York

Lowell, Guy, Italian Villas and Farm Houses, vol. 1.
 Hardy, Thomas, Return of the Native, Harper, old style flexible binding.
 Barrows, D. P., History of Philippines.
 Diary and Letters of Madame D'Arblay, ed. by her niece Charlotte Barret, with preface by Austin Dobson, 6 vols.
 Forsland, Louise, Old Lady Number 31.
 Adeler, Max, Out of the Hurley Burley.
 Russell, B., Principles of Mathematics.
 Foundations of Geometry.
 Cheney, A. C., What It is That Heals.
 Trollope, Anthony, Miss McKenzie.
 Burroughs, John, Songs of Nature.
 Osborne's Questioned Document.
 Poor, Nautical Science.
 Cuyler, Rev. T. L., Golden Thoughts on Mother, Home and Heaven, from Poetic and Prose Literature of All Ages and All Lands.
 A nice edition of Nietzsche, large type bound in half leather, 15 vols., in English.
 Weyl, Walter E., American World Policies.
 Mullard, T. F. F., Our Eastern Question.
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 Henty, Wulf the Saxon.
 Husted Bell, N., Art Talks with Ranger.
 Berle, A. A., Teaching in the Home.
 Panama and the Canal in Pictures and Prose.
 Bagot, Donna Diana.
 James, H., The Wheel of Time.
 Fitzgerald, Percy, Boswell's Autobiography.
 Wells, First Men in the Moon.
 Wells, Food of the Gods.
 Leonard, Handbook of Wrestling, 1897.
 Collins, Book of Wireless.
 Hancock, Complete Kano Jui-Jitsu Guide, 1905.
 Saito, K., Jui-Jitsu Tricks, 1905.
 Singleton, Esther, Egypt.
 Norwood, Robert, His Lady of the Sonnets, pub. by McClelland, Canada.
 Moderwell, The Theatre of To-day.
 Bits of Life.
 Anderson's Fairy Tales, illus. by H. Clark.
 Earle, Alice Morse, Curious Punishments of Bygone Days.
 Cervantes, Exemplary Novels.
 Kate Gordon Aesthetics.
 Rinehart, Tensing To-night.
 Fry, Maternity.
 Wise, Diomed, the Story of the Dog.
 Ewing, Mrs., Dandelion Clocks and Other Tales.
 Neilson, Kay, Hans Christian Anderson. illus.
 First Step in Egyptian Bridge.
 When Knighthood Was in Flower, 2 cop.
 Listner's Lure.
 Lucas, Over Bemertons.
 Munro, Neil, The Post Pibroch.
 Story Teller's Holiday.

Brentano's—Continued

Job, Life of Washington.
 Galdoz, Dono Perfecto.
 Vanberry, Story of My Struggles, 2 vols.
 Encyclopedia Britannica, Cambridge edition, any bindings.
 Barber, American Glass.
 Walpole, Horace, Memoirs of George III.
 Brillat-Savarin, The Art of Gastronomy.
 Tilden, Famous Chemists.
 Hyne, Cutcliffe, A Recipe for Diamonds.
 Lynam, C., Log of the Blue Dragon.
 Smith, H. Warrington, Mast and Sail in Europe and Asia.
 Sparks, Jared, Life of Washington.
 Hutchinson, A. S. M., If Winter Comes, first English edition.
 Lewis, Sinclair, Main Street, first edition.
 Smith, Miss Bentinck, The Language and Meter of Chaucer.
 Bacon, Memoirs of a Baby.
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 Paulsen, F., Eschiche der Ekhten Unterricht, Engl. translation.
 Ford, Robt., Thistle Down.
 Geddes, Evolution of Sex.
 White, P. E., African Camp Fires.
 White, P. E., African Footprints.
 Lockwood, Laura E., Lexicon to the English Poetical Works of John Milton, 1907.
 P. Hume's Commentary, 1695, England.
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 Dr. Pearce's Commentary, 1733, England.
 Richard's Commentary, 1734, England.
 John Hawkey's Commentary, 1747.
 Bishop Newton's Commentary, 1749.
 John Wesley's Commentary, 1763.
 Todd, H. J., Commentary, 1801.
 Belloc, H., The Stane St.
 Woodruff, Helen, Miss Beauty, 3 copies.
 Potter, M., House of de Mailly.
 Powys, Mandragora.
 Paterson, C. B., Rhythm of Life.
 Willoughby, Territories and Dependencies of the United States.
 Perry, Sicily in Fable, History, Art and Song.
 Ball, The Story of the Heavens.
 Hallemond, J. G., Miracle of Answered Prayer, 4 copies.
 Christie, Secret Adversary.
 Munsterberg, On the Witness Stand.
 Gould, Baring, Curious Myths of the Middle Ages.
 Cook, Life of Florence Nightingale, 2 vols.
 Whiting, Richard, The Island.
 Harland, Marion, Ruby's Husband.
 The Kempton-Wace Letters.
 Sinclair, Upton, Fasting Cure.
 Thompson, E. Seton, Studies in the Art Anatomy of Animals.
 English History Told by English Poets, ed. by Bates & Coman.
 Crockett, S. R., The Black Douglas.
 Autobiography of Isaiah Thomas.
 Nevill, Light Come, Light Go, etc., pub. by Macmillan.
 Bullen, F., Log of the Sea Waif.
 Tracy-Clode, Flower of the Gorse.
 Tracy-Clode, The Great Mogul.
 Tracy-Clode, Maribel's Island.
 Pollock, Volume of Badminton Series on the Alps.
 Whympier, Guide to Chamonix.
 Freshfield, Douglas, Exploration of the Caucasus.
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 The Rhythmic Dance Book, M. Einert.
 Unwilling Vestal, Lucas White.
 Howard Pyle, first editions.

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Hazen's Bookstore, 238 Main St., Middletown, Conn.
The Florida Sketch Book, Torrey.
The Art of Knitting, 1891 edition, pub. by Butterick Pub. Co.

Henry Heckmann, 250 Third Ave., New York, N. Y.
Shakespeare, parts 31, 32, 33 of vol. 8 of the Edinburgh Folio, pub. in 1903, by Fred. A. Stokes Co., N. Y., and edited by W. E. Henley.

William Helburn, Inc., 418 Madison Ave., New York, N. Y.

The Equestrian Monuments of the World, Florence Cole Quinly.

E. Higgins Co., Grand Rapids, Mich.

Bedeau, Memoirs of General Grant.
Paine & Stroud, Oil Production Methods.

Walter M. Hill, 22 East Washington St., Chicago, Illinois

Green, Memory and Its Cultivation, Appleton's International Science Series, latest ed.
Memoirs of a Life Long Friendship, Emerson & Furness.

Fernald, Constitutional Debates.

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Green Carnation, Hichens.

Madam Mori, Robers.

Montes This Matados, Frank Harris.

Madame Pompadour, Noel Williams.

Nobody's Child.

Harper's Magazine, March 1918.

The Holmes Book Co., 152 Kearny St., San Francisco, Calif.

Annals of San Francisco.

Borthwick, Three Years in California.

Brooks, Four Months Among the Gold Finders.

Buffum, Six Months in the Gold Mines.

Carstarphen, My Trip to California in '49.

Cleveland, A Narrative of Voyages, 2 vols.

Coke, Over the Rocky Mts. to Oregon and California.

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Farnham's History of California.

Forbes, History of California.

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Hergesheimer, Three Black Pennies, first ed.

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Roosevelt, First editions.

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The Secrets of the Vatican, Douglas Sladen, 1910.

Beautiful California, pub. by Paul Elder.

Early Christian Science Literature.

The Golden Verses of Pythagoras, pub. by Theosophical Pub. Soc., of London.

Bachelor Kings of England, Agnes Strickland.

Knickerbocker History of New York, Ricardi Press.

B. W. Huebsch, Inc., 116 West 13th St., New York, N. Y.

Tilden, Second Wind.

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Coxe, History of the House of Austria.

Montgomery's Reminiscences of Mississippi in Peace and War.

Henry E. Huntington, Library, San Gabriel, Calif.

Spenser, Edm. Works, ed. by Morris and Hales, Globe ed., Macmillan, 1869.

Spenser, Edm. Works, ed. by Dodge, Cambridge Poets, Houghton Mifflin and Co., 1908.

Above dates only.

H. D. Hussey, c/o The National Cash Register Co., Dayton, Ohio

Positive Philosophy of A. Comte, translated by H. Martineau

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Kellogg, Norman Kline.

Kennebunkport, Bradbury, Hist. of, 1837.

Lippman, Dorothy Day.

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Masters in Art, January, 1906.

Otis, Old Falmouth.

Parsons, Life of Sir Wm. Pepperell.

Raymond, Uncensored Celebrities.

G. W. Jacobs Co., 1628 Chestnut St., Philadelphia, Pa.

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Modern Broods, Yonge.

The Spectator, Everyman's Liby., cloth, vol. 1.

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Turkey in Europe, Eliot.
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Life Frances Havergal.
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Harvard Lampoon, Any vols. after June 24, 1887.
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Smith, Jas., Voyage and Shipwreck of S. Paul.
Wood, Discoveries at Ephesus.
McFee, Wm. Aliens and Casuals at Sea.
Biblio Pauperum, Reproduced in Facsimile.
Bible with Book of Common Prayer, 17th c.
Brinley Sale, 5 vols., Also index.
Downes, Roscius Anglicanus, Historical Review on the Stage, London, 1886.
Fosdick, The French in America, N. Y., 1906.

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Baker's Guide to Historical Fiction.

Nelson's Book Store, 223—4th St., Des Moines, Ia.
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Mellor, Chemical Statics and Dynamics.
Taft, The Anti-Trust Act and the Supreme Court.
The Federal Trade Commission Law, Intro. by Jno. Daish, pub. Lowdermilk, Wash.
Kingsley, Life of Chas. Kingsley.
Reis, Building Stones and Clay Products.
Brown, Alexander, Cabells and Their Kin, Good-speed.
Wolcott, E. O., Statement Respecting the Work of the recent International Bimetallic Commission, Gov't Pt. Office, 1898.
Kaiser, Wm., Book on Indexing.
- Pennsylvania Terminal Book Shop, New York City**
Lockhart, Caroline, Mc, Smith.
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Amloros, Boundaries of Music, Cornell, 1893.
American Journal of Semitic Languages.
Davis, Nature's Divine Revelation.
The Great Harmonia, 6 vols.
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Pollock, Spinoza, His Life and Philosophy, Macmillan, 1899.

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Blake, Book of Job.
Gilchrist, Life of Blake.
Saintsbury, History of Criticism.
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Morley, H., Tables of English Literature.
Catalogues of the Libraries of London.
Quaritch Catalogues, 1880.
Bohn's Catalogues and Bibliographical Manual.
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Dane, Il Convito, trans. by Sayer, London, 1887.
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Ebrietatis Encomium, N. Y., 1910.
Americana Ebrietatis, N. Y., 1917.
Delafield, Biography of Francis and Morgan Lewis.
English Notes, Boston Daily Mail Office, 1842.

Joseph Thornton & Son, 11 Broad St., Oxford, England

Taine, Modern Regime, transl. by Durand.

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New York Times, Daily, April 1, 1917 to Dec. 31, 1918 inclusive.
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